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THE NATIONAL  
**Provisioner**

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 94

JUNE 13, 1936

Number 24



**MRS. CONSUMER IS A FICKLE LADY**

Her mind changes as fast as the weather. But there's one thing her mind is very much made up about — the quality of the meat products she buys.

You can't sell your product unless the quality is right. It must be firm textured. It must be moist. It must slice well. It must keep well. And above all it must have natural fine flavor.

You can give your product all these advantages — with NUSOY! It has the greatest binding power you've

ever seen. It makes all sausage products, loaves and specialties firmer in texture and finer in appearance. It has tremendous moisture absorbing power that holds the natural meat juices in the product and gives gains in yields that produce substantial profits. And it helps produce a product that satisfies the consumer in every way.

Try NUSOY — now! No changes in your present methods or formulas are necessary. Profits begin immediately. *Order a bag today!*

*American*

**SOYA PRODUCTS CORP.** *Evansville, Indiana*



## Buffalo Pork Fat Cuber

# FOUR HUNDRED POUNDS PER HOUR

Sausage kitchens producing high grade Bologna, Mortadella, Blood Sausage, Head Cheese and other specialties, find it possible to save considerable time and labor by using this machine.

The manner in which the BUFFALO cuts uniform cubes of pork fat, cooked meats, beef tongue, etc., has won for it enthusiastic acceptance by many of the country's leading packers. A sturdily built, quality machine, it turns out approximately 400 lb. of cubed fat per hour. Furnished with knife heads to cut  $\frac{1}{4}$ ",  $\frac{3}{8}$ " and  $\frac{1}{2}$ " cubes. Complete information and prices sent on request.

Write for full details  
and prices.

**JOHN E. SMITH'S SONS CO.**  
50 BROADWAY, BUFFALO, N. Y., U. S. A.

**CHICAGO OFFICE:**

11 Dexter Park Avenue, Union Stock Yards  
Phone Boulevard 9020

**WESTERN OFFICE:**

2407 South Main Street, Los Angeles, Calif.

**CANADIAN OFFICE:**

189 Church Street, Toronto, Ontario

**NEW YORK OFFICE:**

360 Troutman Street, Brooklyn, N. Y.  
Phone Pulaski 5-4664

# B U F F A L O

QUALITY SAUSAGE MAKING EQUIPMENT

"Let me take off  
my coat and go  
to work for you"

Mr. Packer, the world's greatest  
frankfurter salesman, is talking



DON'T take our word for it when we say that "NoJAX" casings will cut stuffing costs...eliminate preparation expense...end waste and spoilage of casings...assure uniform weight and size...widen your profit margin...increase sales.

Decide to *find out for yourself*. Make this "VISKING" test: Buy a small quantity of "NoJAX." Our experienced men will extend you every possible aid in your production and sales departments. Then watch the results for sixty days.

You may be passing up an opportunity to make considerably more money from frankfurters. Only through this open-minded policy can you get positive proof.

Make the "VISKING" test right away.

"VISKING" is the registered trade-mark of the Visking Corporation to designate its cellulose Sausage Casings and Tubing



**THE V ISKING CORPORATION**

6733 WEST 65TH STREET, CHICAGO, ILLINOIS

# The National Provisioner

THE MAGAZINE OF THE

## Meat Packing and Allied Industries

Volume 94

JUNE 13, 1936

Number 24



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"THE NATIONAL PROVISIONER  
DAILY MARKET SERVICE" reports  
daily market transactions and  
prices on provisions, lard, tal-  
lows and greases, sausage ma-  
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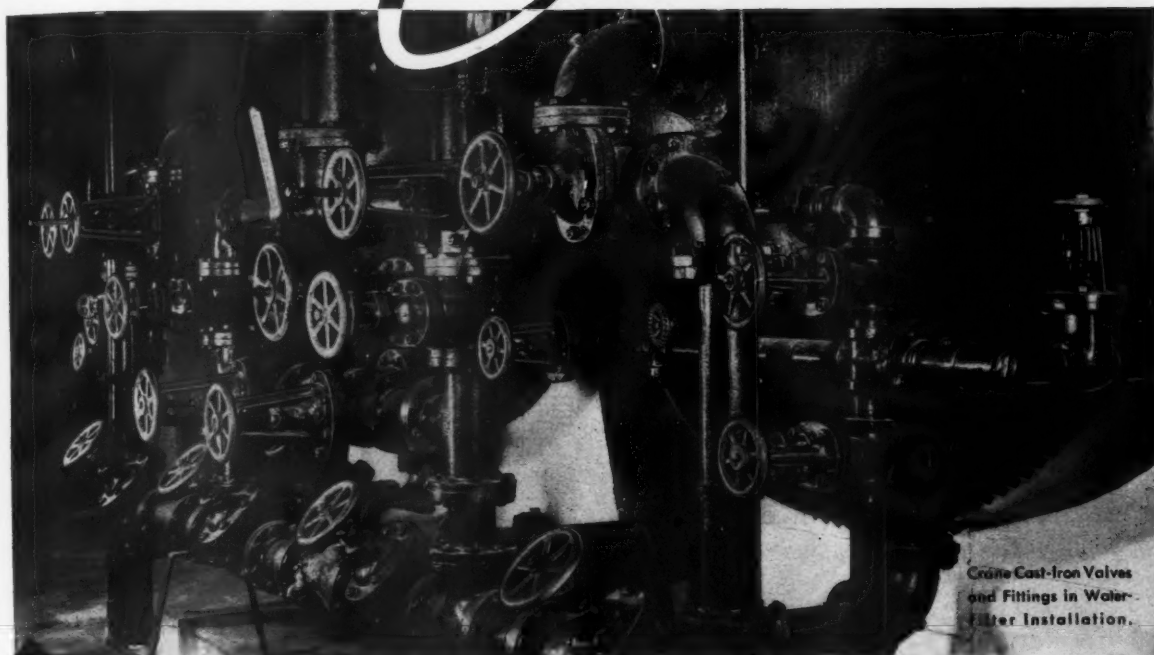
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FOR CAST IRON  
COME TO

*Crane*



Crane Cast-Iron Valves  
and Fittings in Water-  
Filter Installation.

● The real cost of valves and fittings in a food processing plant rarely lies in their purchase price, but more often in the production losses they may cause and in the upkeep they may require throughout their normal life. In cast iron, Crane Co. offers a complete quality line of valves and fittings whose superior value is reckoned not only in moderate cost but in their proved dependability and long life.

Crane Standard Cast-Iron Valves and Fittings are made of close-grain cast iron, properly distributed for maximum strength at points of greatest stress and produced under close metallurgical control and constant checking by Crane's own metallurgical laboratories.

Threaded ends are precisely cut to gauge and alignment and carefully finished to insure ease of

starting. Flanged ends are accurately faced at a true right angle to the center line of the valve or fitting. So accurately made are these ends that entire piping assemblies can be rearranged many times with no undue stress or strain on any part.

There are Crane Standard and Extra Heavy Cast-Iron Valves for every general purpose. For higher pressures and temperatures, Crane, as the largest single manufacturer of valves and fittings, is prepared to meet your requirements. Stocks maintained in every industrial center. When you need valves or fittings, call a Crane branch or distributor as your nearest best-stocked source of supply.

Let Profits Pay  
for Plant Im-  
provements.  
Use the Crane  
Finance Plan.

**CRANE**

CRANE CO., GENERAL OFFICES: 836 SO. MICHIGAN AVE., CHICAGO, ILL. • NEW YORK: 23 W. 44TH STREET

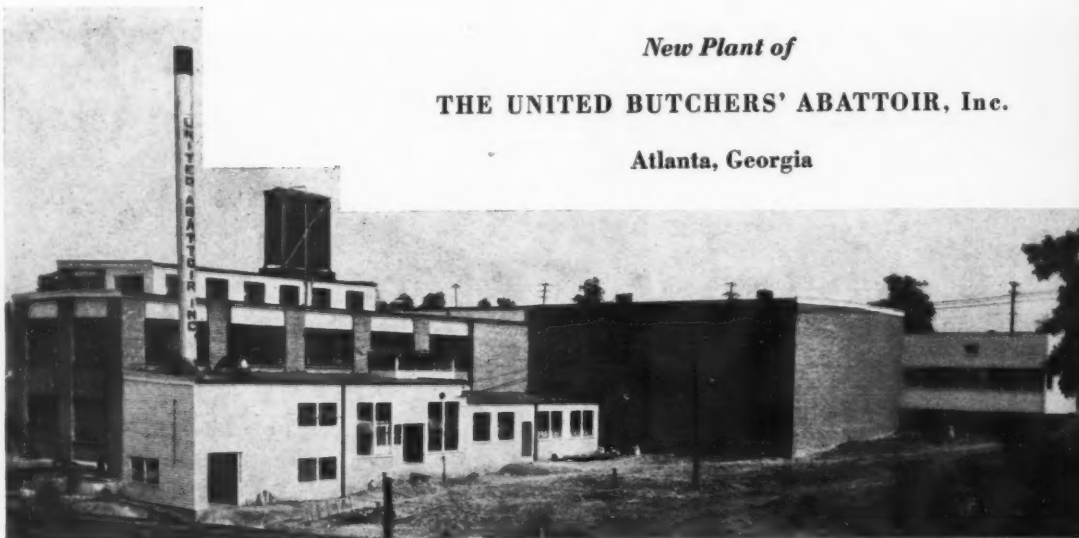
*Branches and Sales Offices in One Hundred and Sixty Cities*

VALVES, FITTINGS, FABRICATED PIPE, PUMPS, HEATING AND PLUMBING MATERIAL

Week ending June 13, 1936

Page 5

# 100% "BOSS-EQUIPPED"



*New Plant of*

**THE UNITED BUTCHERS' ABATTOIR, Inc.**

**Atlanta, Georgia**

In order to give their trade quick and efficient service and furnish the highest class of products, butchers of Atlanta, Georgia, combined and formed The United Butchers' Abattoir, Inc.

They availed themselves of the many years' of experience as expert packing house engineer and architect attained by H. Peter Henschien, of Chicago, and had him design this modern plant which embodies the very latest appointments in design and construction.

To obtain the full benefit of this modern plant, it was also necessary to furnish it with the latest and most efficient machinery and equipment. After careful consideration they decided in favor of the "BOSS," consisting of beef, calf and sheep killing, and the newest type fusion-welded rendering equipment.

The new plant has proved a success from the start and has functioned 100% from the first turn of the wheel.

*Another Proof that*

**THE "BOSS"**

*gives*

**Best Of Satisfactory Service**



**The Cincinnati Butchers' Supply Corporation**

834 Exchange Ave., U. S. Yards,  
Chicago, Illinois

*Mfr. "BOSS" Machines for Killing,  
Sausage Making, Rendering*

1972-2008 Central Ave.  
Cincinnati, Ohio

# SAVING PERFORMANCE OF Carrier COLD DIFFUSERS

in first plant of **FELDMAN BROS. CO.**,  
wins unquestionable selection in second . . .

**T**HE original Feldman Bros. plant at 66 Stockton St., Newark, is a striking example of the way Carrier Cold Diffusers can do an effective and economical refrigeration job in a plant originally cooled by coils.

In this plant there is a Carrier Cold Diffuser in the sales cooler (shown above) and one in the chill room. Both are of the brine spray, direct expansion ammonia type. To give you an idea of what Carrier Cold Diffusers can do in a pinch let us cite the incident of the drought cattle.

Whether Feldman Bros. made or lost money on these cattle depended entirely on the speed with which the cattle could be

killed, properly chilled and delivered.

All operations were under government supervision. On the peak day 673 drought cattle were killed in 20 hours. Both the chill and sales rooms were used for chilling. After 12 hours in the cooler they met the government requirements of 42°, bone temperature! The Feldman Bros. say they would not have even attempted the job without Carrier Cold Diffusers.

Proved again: that Carrier Low Temperature Product Conditioning by the Cold Diffusion Method is the modern, economical way to refrigerate. Turn page, read what Feldman Bros. says.



TOP PHOTO shows Carrier Cold Diffuser in the Sales Cooler in the original Feldman Bros. plant shown just below it. No matter how the sun may beat down, meat is kept fresh, dry, sanitary, and at the desired temperature at all times.

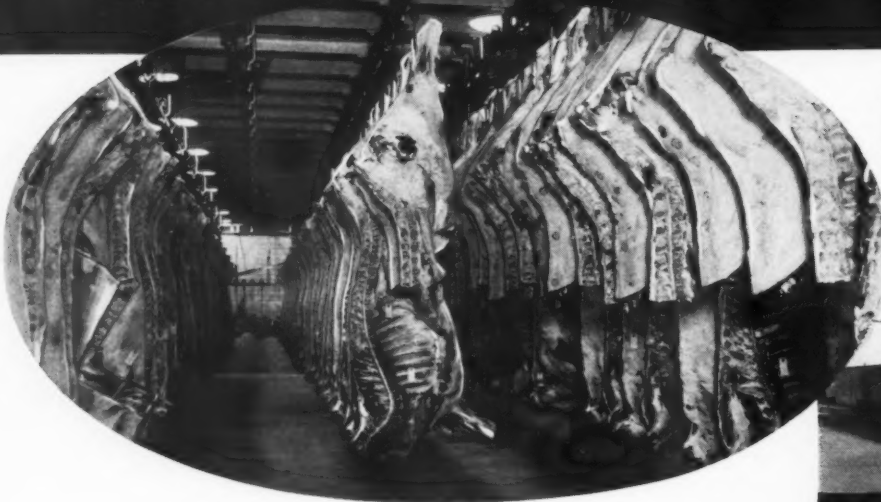


THIS COOLER is refrigerated by old fashioned cooling coils. Note how low ceiling, necessitated by bunker above, limits storage space and prevents adequate circulation of air.

**FELDMAN BROS. CO., ELIZABETH, N. J. says . . .**

# "Carrier COLD DIFFUSERS

... HAVE PROVED TO BE HEAD AND SHOULDERS ABOVE ANY OTHER METHOD OF REFRIGERATION . . . WITHOUT THEM WE WOULD NOT BE DOING BUSINESS TODAY //



ONE CARRIER COLD DIFFUSER can maintain the proper temperature in this 90' x 60' Sales Room. No dripping cooling coils or defrosting troubles here. No "dead" spots. Air motion is gentle, positive, complete.



NEW FELDMAN BROS. PLANT. One of the most modern abattoirs in the East, Allen St. and Trenton Aves., Elizabeth, N. J. Completed April 9th of this year. Retail Store will be cooled for patrons' summer comfort.

**W**E have had the experience of both the cooling coil and the Carrier Cold Diffusion method of refrigeration. The best answer as to which has proved the most efficient and most economical in operation, is the fact that both the chill room and sales room in our new plant are equipped with Carrier Cold Diffusers. The money-saving performance of Carrier Cold Diffusers in the chill room and sales room of our old plant decided, without a doubt, the answer to our question, "What system is best for our new plant?"

Why do customers come back? Here's why—Carrier Low Temperature Product Conditioning is more than just refrigeration. It is the combination of desired humidity plus desired temperature

plus controlled air circulation and air purity (no mould).

There is no sweating of ceiling or walls, no dripping on meat hung in cooler, no spotty air circulation—souring, a constant source of trouble and expense with coils, is eliminated by Carrier Cold Diffusers. None of the usual defrosting troubles. Less refrigeration does more.

Find out how Carrier Low Temperature Product Conditioning by the Cold Diffusion method can give you a greater margin of profit; a superior brand of refrigeration, improved working conditions, improved products . . . how Carrier Cold Diffusers can do a thoroughly reliable refrigeration job in both old and new buildings. Send the coupon today.



THIS 60' x 23' Chill Room is kept at the desired temperature by the Carrier Diffuser shown in background. Over 100 head of cattle are killed per day, averaging 550 lbs. each, dressed. This plant also handles 200 lambs and 150 calves per day with ease.

(Left) Showing one of the two Carrier Heat Diffusing Units (upper left) heating the large and small killing floors, stock and bleedrooms (aggregating a 90' x 40' space) in the winter, and circulating the air in the summer.

**GET THE COLD FACTS —  
MAIL THE COUPON!**

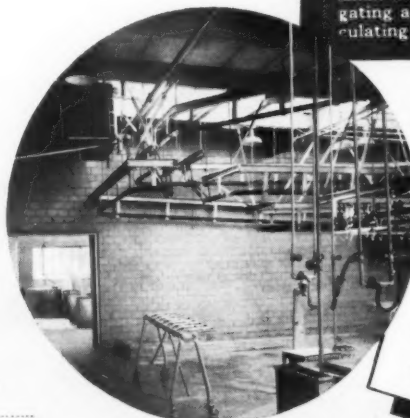
CARRIER ENGINEERING CORPORATION  
850 Frelinghuysen Ave., Newark, N. J. Desk 304

Send me copy of your Bulletin, "Low Temperature Product Conditioning." This is not to obligate me in any way.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_



**NEWS FLASH**

**SUPERLINER "QUEEN MARY"  
AIR CONDITIONED BY CARRIER**

Chosen by the Cunard White Star Line to install the world's largest air conditioning system aboard a ship. Carrier Engineers completely conditioned the main dining saloon, 4 private dining rooms, main lounge, main beauty parlor, etc., of the Queen Mary.



## Economy Results From Scientific Strength

Strength is of prime importance in the design and construction of Hackney barrels, drums, tanks, etc.

The bilged barrel is cold drawn from a single plate of metal. The result is a completely seamless container of uniformly high strength.

For two reasons this strength insures an economical container: First, because Hackney

containers have the ruggedness to stand up under years of hard service. Second, because scientific design keeps down the weight of Hackney containers.

When unusual strength is combined with moderate weight, an economical container results. That is why Hackney barrels and drums are today serving so many leading packers.



**PRESSED STEEL TANK COMPANY**

208 S. La Salle St., Room 1187, Chicago • 1365 Vanderbilt Concourse, New York • 673 Roosevelt Bldg., Los Angeles • 6635 Greenfield Ave., Milwaukee

*Containers for Gases, Liquids and Solids*

# Quality

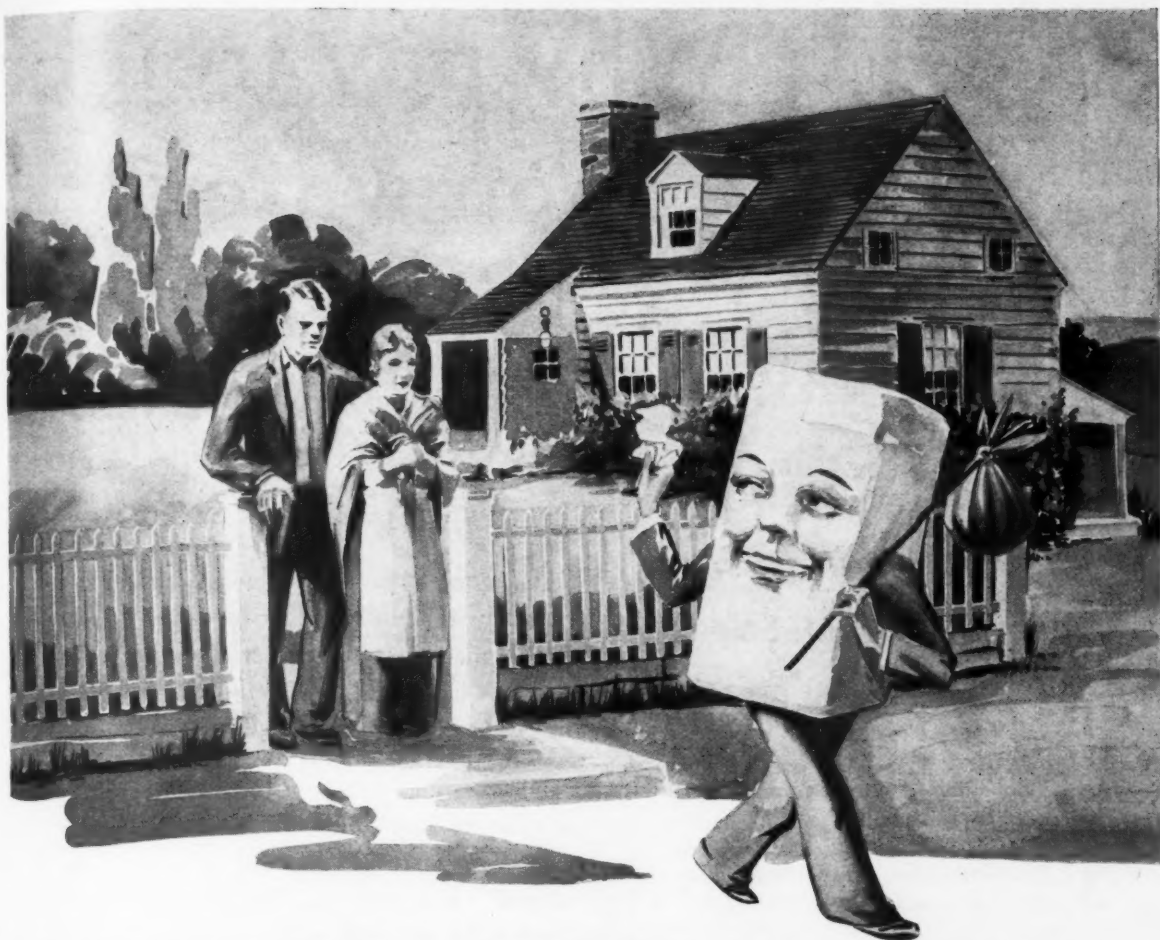
LIKE CHARACTER IS INDISPENSABLE FOR LASTING ACCEPTANCE



WILSON PURE FOOD GELATINE,  
THE STANDARD OF THE INDUSTRY

4100 SOUTH ASHLAND • CHICAGO, ILL.





**"GOODBYE, SON, TAKE CARE OF YOURSELF!" . . .**

Every bit of knowledge and skill you possess is wrapped up in that package trudging so bravely into a cold world.

It was right when it left your door, but will it be right on the table of its consumer? On that answer hangs your reputation.

So "trivial" a thing as a piece of paper can often decide between success or failure.

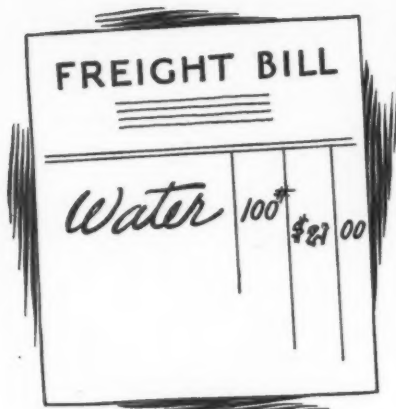
Here at KVP we specialize in food protection papers. We are helping many concerns protect their products and their profits. We might help you.

# KVP

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**KALAMAZOO VEGETABLE PARCHMENT CO.**  
**PARCHMENT (KALAMAZOO COUNTY) MICHIGAN**



# Why pay freight on water?

*Buy liquid soap in  
concentrated form*

## 6 Good Reasons *why you should use* ARMOUR'S LIQUID SOAP

- 1 Soap content specified. You know exactly what you're getting.
- 2 You buy direct from the manufacturer.
- 3 Concentrated form permits reducing to your own requirements. Economy!
- 4 500 branches provide facilities for prompt shipment and excellent service.
- 5 Rigid laboratory control of manufacture constantly maintained.
- 6 Made in 3 strengths—you can select the most logical for your particular use.

### *for smaller consumers*

Where small amounts are required or it is impractical to reduce and handle concentrated liquid soap, our 15% soap is ideal—and you still have the advantages indicated above under 1-2-4-5-6.

Armour's Liquid Soap is available in concentrated form; it can be reduced with distilled water in your own plant to meet your exact needs. This plan offers true economy. In addition, many other advantages go with the purchase of Armour's Liquid Soap (see list at left).

Armour's Liquid Soap—both Amber and Green—is made from selected, refined coconut oil and is pleasingly scented. It contains *no free caustic* and is guaranteed to be absolutely pure.

Send today for details and our dispensers-at-cost offer.



# ARMOUR'S LIQUID SOAP

ARMOUR AND COMPANY • Industrial Soap Division • 1355 W. 31st ST., CHICAGO, ILL.

# THE NATIONAL Provisioner

Volume 94

THE MAGAZINE OF THE

Number 24

Meat Packing and Allied Industries

JUNE 13, 1936

## SELLING *Dry* SAUSAGE

● Packer Tells His Plan For Developing Sales

By SAUSAGE SALES MANAGER

**D**RY SAUSAGE is a delicious, nutritious, healthful product. Housewives should know more about it in its infinite variety.

But we will not get very far in promoting dry sausage sales if we insist on using the same advertising and merchandising methods we use to sell hams and bacon.

Hams and bacon are well known, universally used. When a packer advertises them the housewife knows what he is talking about. She can visualize quality and flavor.

But an advertising message on holsteiner, for example, goes over her head. The name means little to her. She would not recognize the product if she saw or tasted it. And she fails to become enthusiastic over a product she knows nothing about.

### Special Efforts Required

Dry sausage merchandising requires a special technique. Failure to appreciate this fact is apparent in many packers' dry sausage advertising. It is also mainly responsible for the difficulty that has been experienced in increasing dry sausage sales.

Our firm recently advertised dry sausage in the local newspapers for three weeks, without

increasing volume one pound. We then sent out investigators to find the reason.

A large number of housewives were interviewed. Most of these remembered seeing the advertisements, but not one in ten could tell the names of any of the products advertised. How can a housewife be expected to ask for a dry sausage when she can't remember its name?

### Sausage Bought on Impulse

This experience caused us to change our opinions on dry sausage merchandising. We now believe dry sausage advertising must start at the beginning. The job can't be hurried. Copy must tell

(Continued on page 25.)

### TELL HER ABOUT IT.

Consumers will buy more dry sausage when they know more about its values. (Photo Visking Corp.)



# MEAT PLANT *Modernization*

● Much New Development Featuring  
Sound Ideas in Construction and Money-Saving Equipment

**M**ORE meat plant construction and modernization jobs are planned or under way in the meat packing industry than for many years. This may seem surprising—in view of livestock shortage and other difficult conditions which have faced the industry—but it is a fact.

These range all the way from a million dollar beef house in Chicago and another million dollar pork house in Omaha—large packer jobs—to complete smaller plants ranging from \$25,000 to \$125,000 in cost.

A surprisingly large number of new plants—many in the South and Southwest—are included in the construction program now under way. Many of these are beef plants. They include concerns new in the field, as well as modernization and improvement by existing concerns.

## Careful Planning for Economy

A check-up of plans of such plants reveals no trends toward radically new ideas in buildings, equipment or arrangement. Sound construction—utilizing concrete, brick and steel—is being followed for the most part. Conservative design, which makes use only of ideas which have proved practical, economical and efficient, is being used.

There is evidence of careful planning to provide building layouts and to arrange equipment for most economical and efficient operation. Compact designs are favored, buildings and equipment being provided to handle only such business as is definitely in sight.

In practically every case, however, plans are so drawn that additional building space can be added economically when required.

A number of these new plants are what are referred to as "turn key" jobs; that is, they were designed, built and equipped under one contract, and turned over to the owners complete in every detail and ready for operation. Under this plan the owner knows exactly what his plant is going to cost him, and whether it works.

## "Turn Key" Construction New Idea

A number of these new meat plants recently placed in operation or in course of construction will be described and illustrated in *THE NATIONAL PROVISIONER*. They have been chosen not because of novel or unusual features, but rather because they represent sound practice in meat plant design and construction, and are typical in layout and equipment of what practically any pack-

er would require under similar conditions.

Floor plans, details of construction, a list of equipment and cost of plant ready to operate will be given in each case for the benefit of packers interested in or planning new plant construction or building additions.

One of the recent jobs of this type is that of the Kansas City Dressed Meat Co., Kansas City, Kans., with a capacity of 200 cattle and 50 calves weekly. It was designed, constructed and equipped by Menges-Mange, Inc., St. Louis, Mo., and cost less than \$30,000 when ready to be operated, with the exception of office and automotive equipment. Irvin Agron is president of the company; John Schmidt, vice president; Max Mang, secretary and treasurer.

## High Type of Construction

Arrangement of departments and location of equipment are shown on accompanying floor plan. Views in the various departments indicate the high type of permanent construction used.

Foundations are of concrete, and walls of brick laid up in cement mortar, interior exposed areas being cement-plastered, trowelled smooth and terminating at floors into a cove to eliminate sharp corners and facilitate cleaning. Floors in all departments and in stock pens are of concrete, float-finished and surfaced with carborundum to prevent slipping.

Millwork throughout is of white pine, heavily constructed and guarded at jams with metal members. Sash is all metal, ventilated and glazed with double strength glass. Ventilators have portable, gnatproof copper screens.

Interior partitions are constructed of metal lath and finished to conform to interior of brick walls. Roof is of heavy structural fir timbers, decked with 2-in. tongue and grooved and covered with a 10-year guaranteed built roof, all of which is supported by structural steel members.

## Modern Sewage System

Plumbing system is designed so that sanitary sewers enter city sewers separately from balance of plant drainage. The drainage system is sufficiently large to permit dumping of paunch contents into it. All equipment wasting water is connected directly to sewer.

Drinking fountains are provided on killing floor, employees' dressing rooms, B. A. I. inspectors office and the general office. Employees' dressing room, U. S. inspectors' office and general office are

each equipped with toilet, lavatory and shower bath.

Plant secures its water supply from city mains, a sufficient number of hose cock connections being provided for cleaning purposes in each department and at loading dock and cattle pens. Hot water is furnished by an instantaneous steam heater.

## Steam and Refrigeration

Electric wiring conforms to the requirements of the national code, rigid conduits being used. Ample lighting is supplied throughout the plant, particularly in the sales cooler.

Steam for heating is generated in an upright boiler housed in a building separated from the plant. Unit heaters maintain comfortable temperatures in the various work rooms during the colder months, and may be used in summer as air circulators.

Refrigeration is provided by a 12-ton York compressor. System is self contained and full automatic. Compressor is connected with coils in brine tank under cooler floor. Cold brine from this tank is pumped to Menges-Mange side-wall brine spray units, installed along wall of chill room and holding cooler.

This type of refrigeration is claimed to provide a continuous flow of slow moving air at all times. Humidity of chill rooms and cooler is maintained at approximately 88 per cent, to hold shrink to a minimum.

Coolers are insulated with corkboard on walls, floor and ceiling. Ceiling height is only 12 in. above top of rails and is flat.

## Killing and Processing Equipment

Equipment in killing room consists of an all-metal knocking pen, beef-blood-

## SMALL BUT *Efficient*

Floor plan of Kansas City Dressed Meat Co. plant is arranged so that handling product is reduced to a minimum. "backtracking" from knocking pen to sales cooler. (Photos Menges-Mange)

- 1.—Killing floor, looking toward knocking pen.
- 2.—Sales cooler.
- 3.—Edible offal work-room.
- 4.—Inedible storage (rear) and demned paunch opening (foreground).
- 5.—Refrigerating machinery room.
- 6.—Employees' dressing room.

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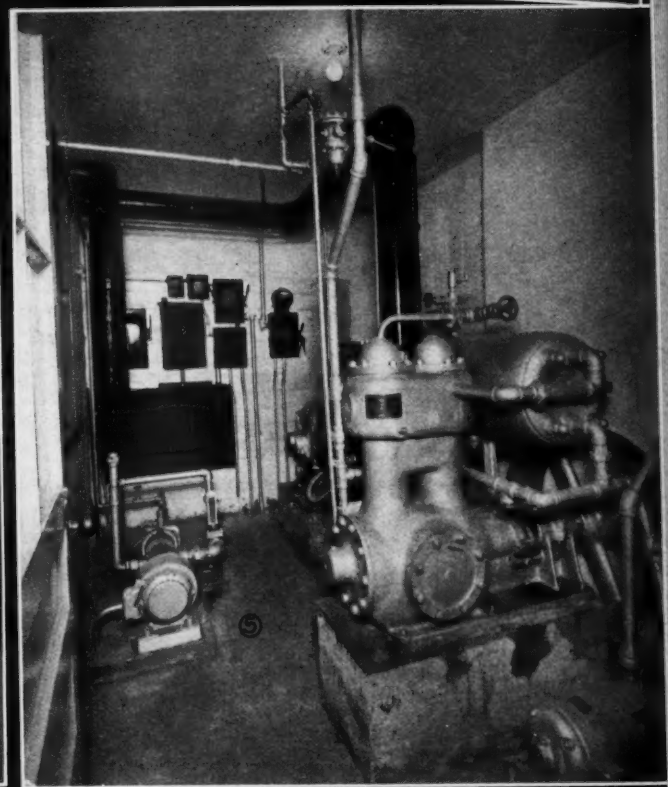
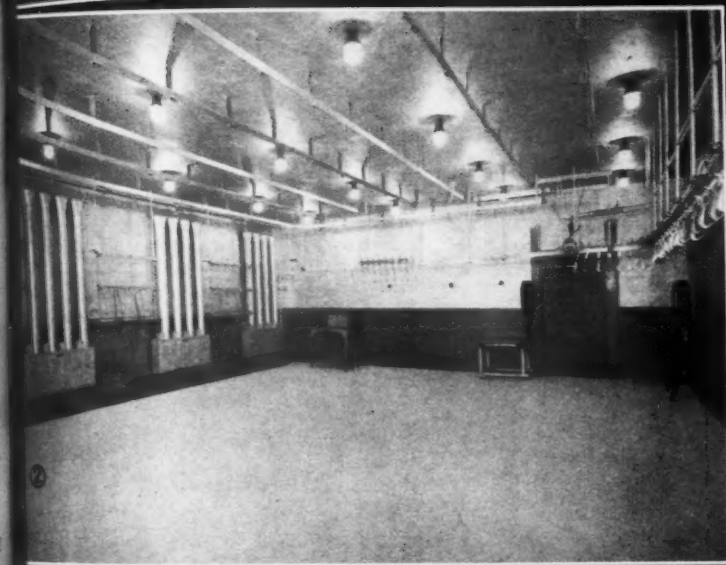
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er would require under similar conditions.

Floor plans, details of construction, a list of equipment and cost of plant ready to operate will be given in each case for the benefit of packers interested in or planning new plant construction or building additions.

One of the recent jobs of this type is that of the Kansas City Dressed Meat Co., Kansas City, Kans., with a capacity of 200 cattle and 50 calves weekly. It was designed, constructed and equipped by Menges-Mange, Inc., St. Louis, Mo., and cost less than \$30,000 when ready to be operated, with the exception of office and automotive equipment. Irvin Agron is president of the company; John Schmidt, vice president; Max Mang, secretary and treasurer.

## High Type of Construction

Arrangement of departments and location of equipment are shown on accompanying floor plan. Views in the various departments indicate the high type of permanent construction used.

Foundations are of concrete, and walls of brick laid up in cement mortar, interior exposed areas being cement-plastered, trowelled smooth and terminating at floors into a cove to eliminate sharp corners and facilitate cleaning. Floors in all departments and in stock pens are of concrete, float-finished and surfaced with carborundum to prevent slipping.

Millwork throughout is of white pine, heavily constructed and guarded at jams with metal members. Sash is all metal, ventilated and glazed with double strength glass. Ventilators have portable, gnatproof copper screens.

Interior partitions are constructed of metal lath and finished to conform to interior of brick walls. Roof is of heavy structural fir timbers, decked with 2-in. tongue and grooved and covered with a 10-year guaranteed built roof, all of which is supported by structural steel members.

## Modern Sewage System

Plumbing system is designed so that sanitary sewers enter city sewers separately from balance of plant drainage. The drainage system is sufficiently large to permit dumping of paunch contents into it. All equipment wasting water is connected directly to sewer.

Drinking fountains are provided on killing floor, employees' dressing rooms, B. A. I. inspectors office and the general office. Employees' dressing room, U. S. inspectors' office and general office are

each equipped with toilet, lavatory and shower bath.

Plant secures its water supply from city mains, a sufficient number of hose cock connections being provided for cleaning purposes in each department and at loading dock and cattle pens. Hot water is furnished by an instantaneous steam heater.

## Steam and Refrigeration

Electric wiring conforms to the requirements of the national code, rigid conduits being used. Ample lighting is supplied throughout the plant, particularly in the sales cooler.

Steam for heating is generated in an upright boiler housed in a building separated from the plant. Unit heaters maintain comfortable temperatures in the various work rooms during the colder months, and may be used in summer as air circulators.

Refrigeration is provided by a 12-ton York compressor. System is self contained and full automatic. Compressor is connected with coils in brine tank under cooler floor. Cold brine from this tank is pumped to Menges-Mange side-wall brine spray units, installed along wall of chill room and holding cooler.

This type of refrigeration is claimed to provide a continuous flow of slow moving air at all times. Humidity of chill rooms and cooler is maintained at approximately 88 per cent, to hold shrink to a minimum.

Coolers are insulated with corkboard on walls, floor and ceiling. Ceiling height is only 12 in. above top of rails and is flat.

## Killing and Processing Equipment

Equipment in killing room consists of an all-metal knocking pen, beef-bleed-

## SMALL BUT *Efficient*

Floor plan of Kansas City Dressed Meat Co. plant is arranged so that handling product is reduced to a minimum. "backtracking" from knocking pen to sales cooler. (Photos Menges-Mange, Inc.)

- 1.—Killing floor, looking toward knocking pen.
- 2.—Sales cooler.
- 3.—Edible offal work-room.
- 4.—Inedible storage (rear) and condemned paunch opening (foreground).
- 5.—Refrigerating machinery room.
- 6.—Employees' dressing room.

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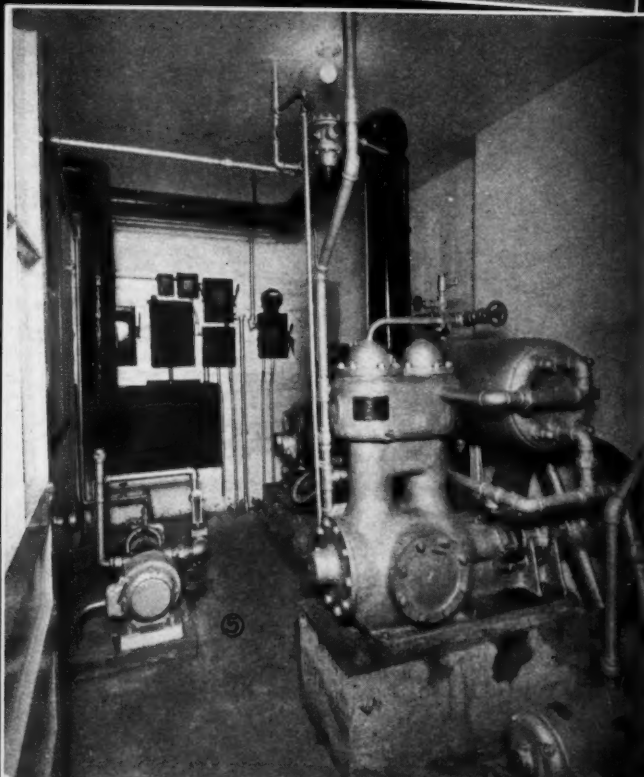
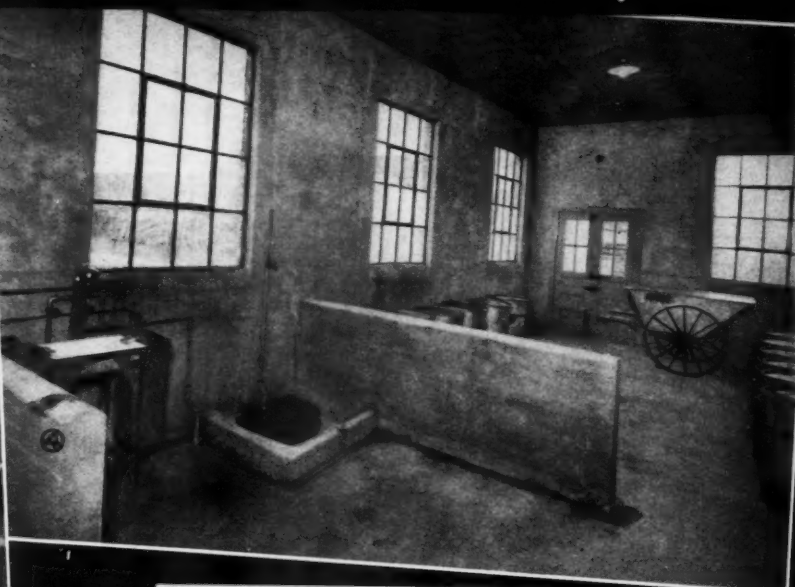
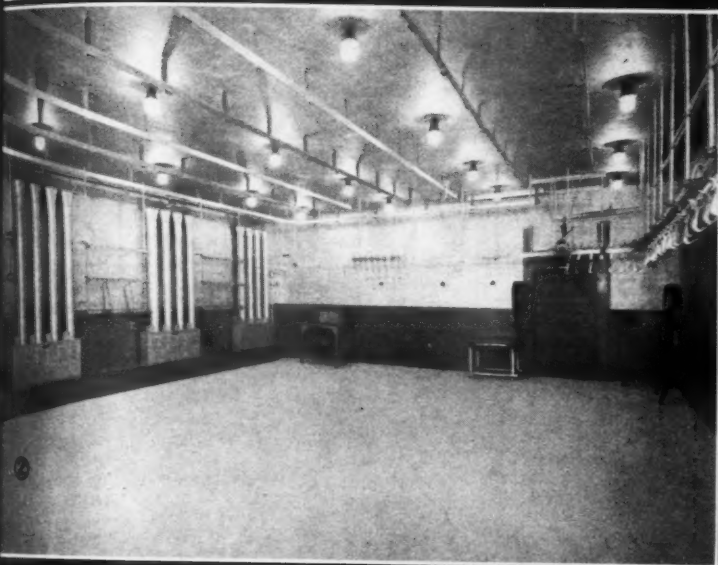
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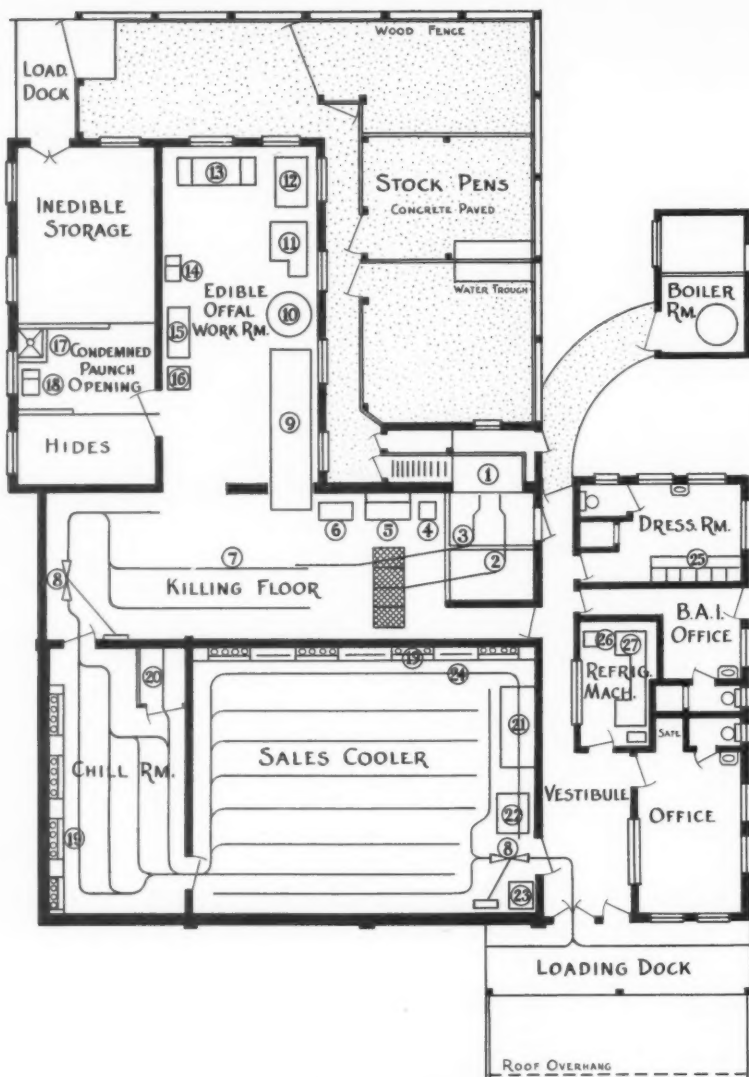
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FLOOR PLAN OF NEW BEEF PLANT SHOWING LOCATION OF DEPARTMENTS AND EQUIPMENT.

- |                                     |  |
|-------------------------------------|--|
| 1.—Cattle knocking pen.             | 15.—Head and liver trimming table.         |
| 2.—Beef bleeding rail.              | 16.—Head chopping block.                   |
| 3.—Calf bleeding rail.              | 17.—Condemned paunch chute.                |
| 4.—Head flusser.                    | 18.—Lavatory and sterilizer.               |
| 5.—Head inspection rack.            | 19.—Brine spray units (Menges-Mange type.) |
| 6.—Lavatory and sterilizer.         | 20.—Retained products room.                |
| 7.—Dressing rails.                  | 21.—Cutting table.                         |
| 8.—Track scale.                     | 22.—Wholesale cooler scale.                |
| 9.—Paunch table.                    | 23.—Returned goods table.                  |
| 10.—Umbrella tripe washer.          | 24.—Lamb or cut racks.                     |
| 11.—Tripe scalding machine.         | 25.—Employees' lockers.                    |
| 12.—Casing running and pluck table. | 26.—Brine pump.                            |
| 13.—Casing grading table.           | 27.—Refrigerating machine.                 |
| 14.—Lavatory and sterilizer.        |  |

ing hoist and rail, beef dropper, pritch plates, calf bleeding rail, lavatories, sterilizers, inspector's equipment and head working equipment.

In the viscera department are installed a paunch lift, separating table, umbrella type tripe washing machine, tripe scalding machine, casing running

and pluck table, casing grading table, lavatory and sterilizer, head and liver trimming table and head chopping block. Inedible room equipment includes seamless steel containers, lavatory and sterilizer.

Among miscellaneous equipment is tracking, scales, cooler racks, cutting

tables, offal trucks, paunch trucks, trolleys, shackles, condemned trucks, trimming trucks, cleavers, cutlery, etc. All beef trolleys have stainless steel hooks.

### Keeping Track of Deliveries

Some details of the layout of this plant are worthy of comment. The office is located across a vestibule from the sales cooler exit and adjacent to the loading dock, with windows to enable both to be kept under observation.

All deliveries are thus under the eye of the office force, an advantage in the small organization, where each employee may have many kinds of duties to perform.

Carcasses proceed from knocking pen to loading dock at front of building without backtracking. Inedible offal, which is sold green, moves toward inedible offal storage room at rear. At only one point—entrance from killing room to inedible offal room—do the paths of edible and inedible products cross.

### Cooler Layout Advantages

The advantage of low ceiling height in cooler—in this case only 12 in. above top of rail—made possible in this plant because of type of brine spray units installed, is obvious. Building expense is reduced, and with fewer cubic feet of space to refrigerate, refrigerating cost is less.

This is a factor of considerable importance when compressor is operated entirely on purchased power. Automatic operation of the refrigerating system eliminates a considerable labor expense.

Cattle pens are inclosed with a wood fence and equipped with a concrete unloading chute. Cross fencing is provided to enable livestock to be separated into lots. Loading dock is equipped with a canopy to protect trucks and workers from inclement weather. A rail from the sales cooler to loading dock facilitates handling of carcasses.

### Allowing for Growth

There is always the opportunity for growth of the small meat packing plant. In planning it, therefore, there is need to provide for increased capacity and building enlargement without unnecessary extra cost and little if any loss of the original investment. These possibilities seem to have been amply guarded against in this case.

Rarely is a meat plant design perfect, whether for large or small capacity. Experience in planning and design, however, will anticipate and provide against many conditions which otherwise would cause trouble and extra expense when the plant is in operation.

The design of the plant of the Kansas City Dressed Beef Co. is not unusual, unless it is in the simple and direct manner in which the building was

(Continued on page 29.)

# Morrell Equips to Cut Cost of Making Steam

THE meat packing industry has pioneered in development of many mechanical devices. The overhead conveyor, now widely used in manufacturing plants for transporting materials and parts in course of manufacture and finished articles was conceived and perfected for use in packinghouses. The refrigerator car, and later the refrigerated truck, and truck refrigerating equipment were developed primarily for transporting meat.

The industry has hesitated to make the most of modern steam and power generating equipment, but now that it has been aroused to possibilities for reducing steam and power costs by generating power as a by-product of the process steam demand, indications are that the highest development in by-product power plants will be reached in packinghouses.

No more modern power plants can be found anywhere than those constructed lately by meat packers. Equipped with the most modern boilers, turbines and automatic controls available, they are producing steam and power at unit costs that would have been considered impossible heretofore.

## First to Use Pulverized Iowa Coal

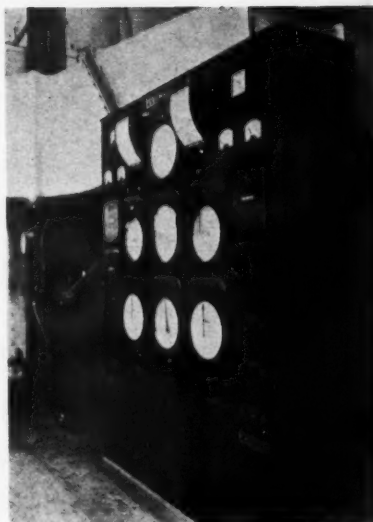
Nor have packers hesitated to stray from beaten paths in the design of these power plants. One of the first steam

storage systems installed in this country is in use in an Iowa meat packing plant. Another Iowa packer — John Morrell & Co., Ottumwa, Ia.—was among the first in any industry, if not the first, to attempt to use Iowa coal in pulverized form for boiler fuel, an experiment being watched by engineers with much interest.

The new boiler, placed in service recently, is constructed for a steam pressure of 450 lbs., and has been considered by packers as the first step in power plant rehabilitation to generate power as a by-product of the process steam demand, although the company has not announced it as such. Until additional equipment is installed the boiler will be operated at 200 lbs. pressure with 100 degs. superheat. About 120 tons of coal will be burned under it daily to generate 450 million lbs. of steam yearly.

It was necessary to build the boiler 45 ft. high in order to secure a combustion chamber sufficiently large for Iowa coal. Fuel is conveyed directly from cars to bunkers suspended from roof. Two pulverizers operated by 120 h.p. motors crush the coal to the consistency of flour before fed to burners.

Draft fans mix the pulverized coal with air and feed it at a constant rate into combustion chamber. This combustion chamber is 21 ft. wide and 22



## ALL CONDITIONS ACCURATELY CONTROLLED.

Control board of new high pressure boiler in plant of John Morrell & Co. From this point the one in charge may adjust operating conditions to secure the highest efficiency.

ft. deep. Cost of installing boiler was \$150,000. Ralph D. Thomas and Associates, Minneapolis, Minn., engineered the job. Boiler was built and installed by Combustion Engineering Co.

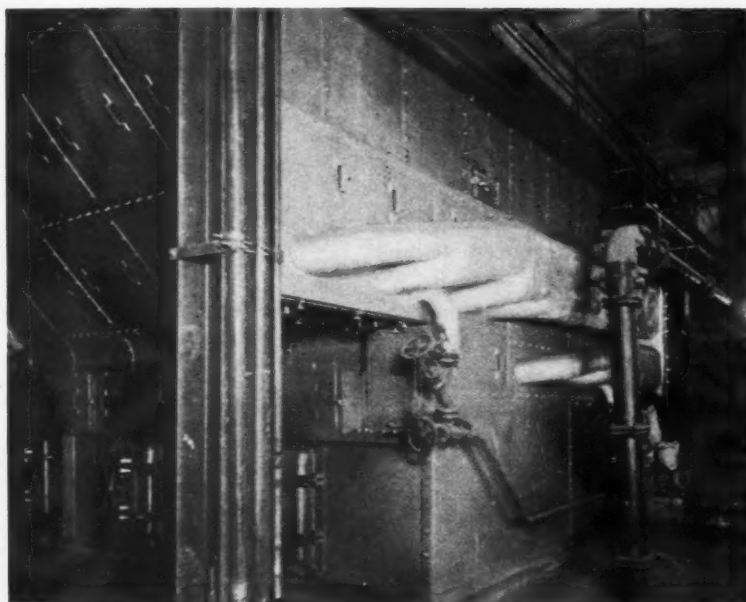
## MEAT PRICES ARE DOWN

Declines of 30 to 48 per cent in wholesale prices of some of the choicest cuts of beef from levels prevailing a year ago were pointed out by George M. Lewis, of the Institute of American Meat Packers, in a talk before the Chicago Restaurant Association. Declines range from 13 per cent for tenderloin of beef to 48 per cent for ribs of beef. Prices of practically all better grades are more than 30 per cent below prices at this time a year ago.

"Since feed supplies have been plentiful, the quality of beef now being offered to buyers is unusually good," Mr. Lewis said. "There has been a noticeable increase in recent months in the number of well-finished cattle which have been brought to market by producers."

Pork prices are well below those of last October, when in most cases they were at or near their most recent peak. Amount available for consumption, although slightly greater than the very small supply last year, still remains about 20 per cent below normal.

Pointing out that 16 per cent more sausage has been consumed during the first quarter of 1936 than during the same period for the last five years, Mr. Lewis asserted that the summer of 1936 probably will be a banner one so far as consumption of sausage and ready-to-serve meats are concerned.



## HAS A CAPACITY OF 450 MILLION POUNDS OF STEAM YEARLY.

Rear of new 45-ft. boiler placed in operation on January 1, 1936, by John Morrell & Co., Ottumwa, Ia. The boiler is equipped to burn pulverized Iowa coal and built for a pressure of 450 lbs. It will be operated at 200 lbs. for the present.

# REVISE RULES FOR *Recovery* of Processing TAX PAID

WITH the "windfall" tax out of the way, the U. S. Senate last week turned its attention to other aspects of the jumble left by invalidation of the AAA, and passed a measure setting up conditions for recovery of processing taxes paid. It then adjourned to June 15, leaving the controversial corporation tax section of the revenue bill in the hands of a conference committee.

Before passing title VII of the tax bill, which deals with "refunds of amounts collected under the Agricultural Adjustment Act," the Senate amended it freely. This measure would repeal and act as a substitute for section 21 (d), (e) and (g) of the adjustment act as amended. Most important changes made by the Senate in title VII are as follows:

1. **Time for Filing Claims.**—Processors would have until July 1, 1937, to file claims for recovery of processing taxes. The Senate tax bill originally provided that processors must file claims by January 1, 1937. Under the existing AAA amendment provisions, which title VII will supersede, the processor would have had to file his claim by July 5, 1936.

2. **Grouping Tax Claims.**—Commissioner of Internal Revenue would be given power to prescribe the number of claims which could be filed by any person. Such regulation might require that claims cover the entire period when processing taxes were paid.

3. **Hearings on Claims.**—A board of review of nine Treasury Department officials would be established to which appeal might be taken from the decision of the Commissioner in allowing or disallowing a claim for refund. The board could determine the amount of the refund after holding hearings before which the claimant and Commissioner could be represented by counsel. The board could subpoena witnesses and evidence. A review of its decision could be had from a circuit court of appeals which could modify, affirm or reverse the board's decision.

4. **Computing Tax Margin.**—Method of computing the average margin for tax and base period would be revised. If claimant's average margin per unit was lower during the AAA than before and after, it would be prima facie evidence he bore the tax burden. If average margin was not lower it would be evidence none of the burden was borne by the claimant.

The average margin would be the average of margins for all months within the tax period. Monthly margins would equal gross sales value of all articles, deducting the cost of the commodity processed and the process-

ing tax. Margin before and after the tax would be computed in same way except there would be no processing tax deduction. "Period before and after the tax" would mean the 24 months preceding the processing tax and the 6 months since its invalidation. The claimant might rebut evidence of tax shifting by showing that differences in average margin were due to changes in the cost of production.

5. **Relation to Other Products.**—Commissioner may take into consideration changes in the average margins of other commodities processed by the claimant as a means of determining whether part of the processing tax imposed on a commodity was passed on to others in connection with transactions in the claimant's other products.

6. **Prove Tax Not Passed On.**—No refund would be made or allowed under

title VII unless the claimant established that he bore the burden of the amount claimed and had not been relieved of it or shifted it to others.

## PACKER SUES FOR TAX PAID

What is believed to be the second action (the first was Cudahy Bros. Co., Cudahy, Wis.) brought by a packer to recover hog processing taxes paid under the AAA was begun last week by the C. A. Durr Packing Co., Utica, N. Y., in United States district court at Syracuse, N. Y. The packing company asks return of \$354,858. The firm, with other processors, charges that it paid the tax "under duress."

Some legal observers believe it probable that many packers and other processors will soon place claims for tax refunds before the Commissioner of Internal Revenue. Such refunds would be subject to conditions in title VII of the new tax bill, which provide that no refund be allowed unless the claimant proves he bore the burden of the amount claimed. Processors outside the packing industry have already made numerous claims for refund.

# ANTI-PRICE *Discrimination* Bill HAS PLENTY OF TEETH

CONGRESS will consider adoption of the Robinson-Patman anti-price discrimination bill, as reported by a House-Senate conference committee, soon after reconvening on June 15. Conferees believe that the compromise measure will be acceptable to both houses and will receive early approval.

The conference committee's bill contains the Borah-Van Nuys amendment restraining the use of "loss leader" sales and unduly low prices. Basing point and customer classification provisions have been omitted.

Under section I of the Robinson-Patman bill it would be unlawful to discriminate in price between different purchasers of like grade and quality, where such discrimination might lessen, injure or destroy competition or create a monopoly.

## Regulation on Price Differentials

Nothing, however, would prevent differentials due to differences in cost of manufacture, sale or delivery resulting from differing methods or quantities in which such commodities were sold or delivered. However, the Federal Trade Commission could fix quantity limits as to commodities or classes of goods where it found available purchasers in greater quantities were so few as to make differentials unjustly discriminatory or promotive of monopoly.

Nothing in this section of the bill would prevent sellers from selecting

their customers or would prevent price changes from time to time based on changing market conditions, such as actual or imminent deterioration of perishable goods, obsolescence, distress or discontinuance of business. This would cover meats.

Upon proof at any hearing that there had been discrimination, the burden of defending such a prima facie case would be on the person charged with the violation. The commission would be authorized to issue an order terminating the discrimination. The seller could defend the case by showing his lower price or services to any purchasers were given in good faith to meet a competitor's low price, services or facilities.

## Commissions and Discounts

It would also be unlawful for a person engaged in commerce to pay, grant or receive commission, brokerage, discount or allowance except for services rendered in connection with the sale of goods, either to the other party in the transaction or to an agent or intermediary, where such intermediary was acting for or under any party to the transaction other than the person by whom such compensation is paid.

It would be unlawful for any person to pay compensation to a customer for services or facilities furnished by the customer in connection with the processing, handling or sale of commodi-

(Continued on page 46.)

# Practical Points for the Trade



## Standard Casing Grades

Although there is some variation in the way in which packers grade some kinds of beef and sheep casings, certain standards are widely used in the industry. An Eastern packer wants to know the sizes into which casings are commonly graded. He writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us something about the standard grades of beef and sheep casings? We are especially interested in regard to diameter and length standards for rounds, middles, etc.

Rounds are separated into narrow, medium and wide. They must be of good color, properly cleaned, slimed and salted, closely fattened, reasonably free from holes and entirely free of knots or warts. Narrows are 1½ in. or less in diameter; medium 1½ to 1¾ in.; and wides over 1½ in.

After grading the casings are chilled, drained and measured into sets 102½ to 106 ft. long. This is done by looping the casing around two pegs spaced 2½ ft. apart. Twenty-one and a half loops gives the correct measurement. This will allow a cured length between 100 and 103 feet. Pieces shorter than 5 ft. are discarded. Sets must not contain more than 5 pieces.

Beef bungs are graded into narrow and wide export. Those less than 3 in. wide are discarded. Five pieces make a bundle. They are packed in glucose tierces, 80 bundles or 400 pieces to a tierce.

Beef middles are graded into regular, wide and narrow. Regulars contain all middles under 2 in. in diameter; wides are 2 in. and over in width; and narrows are 1½ in. and under. Some packers have slightly different grade standards. Green middles should be 63 to 64 ft. long so they will be 57 ft. long when cured. Pieces of less than 3 ft. are not included. Fat ends are cut off 8 to 12 in. from end.

Narrows are packed 140 sets to the tierce, regulars 110 sets and wides 100 sets. Tierces weigh about 600 lbs. when packed.

Beef bladders are graded into small, medium and large. Small bladders are from 7 to 8 in. wide, mediums, 8 to 11 in. and large, 12 in. and up. Dried bladders are tied in bundles of 25 and packed.

Beef weasands No. 1 are 24 in. or over in length and 3 in. wide; No. 2 are 18 to 24 in. long and 3 in. wide; No. 3 are under 18 in. in length and 3 inches in diameter. Weasands are tied in bundles of 25 and packed.

Sheep casings are sold in 100 yd. hanks, no piece under 6 ft. in length being included. They are classified as follows:

Narrow	under 18 mm.
Small mediums	18 to 20 mm.
Medium wides	20 to 22 mm.
Wides	22 to 24 mm.
Extra wide	24 mm. and over

There are some modifications of these diameter measurements by some houses, but they are a fair representation of the usual classification.

## GLAZING MEAT LOAVES

Meat loaves which have been glazed draw the attention of consumers because of their attractive appearance. A Southwestern packer writes:

Editor THE NATIONAL PROVISIONER:

We understand there is a solution in which to dip veal loaves that have been cooked in water. Can you tell us the ingredients needed to make such a solution? We would like to have it a red color.

A dip or glaze for veal loaves or any kind of meat loaves is made of:

2¼ lbs. gelatine,
2 lbs. sugar
14 lbs. boiling water.

Mix thoroughly and allow to cool partly before using. Have the loaves very cold when they are dipped. Mixture should be kept at a temperature of 130 to 140 degs. Fahr., or just hot enough so the operator can handle the loaves without discomfort.

## Dry Salami

Good dry salami is in demand throughout the year. Many packers and sausage makers include it in their regular lines.

A successful formula and complete directions for manufacturing such salami appeared in a recent issue of THE NATIONAL PROVISIONER. Clear instructions are given for preparing casings, handling, grinding, spreading, mixing and stuffing, and drying the meats.

Reprint of this formula may be had by filling out and mailing this coupon with 10c stamp.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.  
Please send me information on dry salami.

Name.....

Street.....

City.....State.....

(Enclosed find 10c in stamps.)

If desired, a few cloves may be boiled in the water, but they should be removed before the gelatine and sugar are added. After dipping, loaves are replaced on the truck and returned to chill room.

Where a red coloring is desired on the loaf, paprika is added to the boiling water until the desired shade of red is secured.

A quart of water weighs slightly over 2 lbs.

## VITAMINE A IN CHILI PEPPER

Chili pepper is used in making a number of meat products. Recent research has uncovered some interesting facts about it. A Southern packer writes:

Editor THE NATIONAL PROVISIONER:

We understand that experiments have shown chili pepper to have some exceptional nutritive qualities. We believe this might make a good advertising point for products containing it. Can you give us the facts?

Chili pepper was suggested as a source of vitamine A by discussion of Mexican diets. Since other peppers are known to be good sources of vitamine A, a study was made of the vitamine A content of the particular variety of chili pepper used extensively in making chili powder. In the experiment the cured peppers were stemmed, seeded and dried. The air-dry powder was then fed to experimental animals under rigid control.

The tests indicated that the vitamine A content of chili peppers is very high. In 8-week tests, results indicated a vitamine A content of about 89.8 Sherman units per gram. This is two to three times that of a good grade of dairy butter.

## HARDWOOD WEIGHT PER CORD

Weight of a cord of hardwood used for meat smoking varies with the kind of wood. A packer who is purchasing hardwood writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us the weight per cord for various hardwoods used in smoking meat?

The most common woods used for smoking have the following weight per cord:

	Lbs.
Ash .....	3,520
Beech .....	3,250
Birch .....	2,880
Chestnut .....	2,350
Elm .....	2,350
Hickory .....	4,500
Hard maple.....	3,310
Oak, live.....	3,850
Oak, white.....	3,850
Oak, red.....	3,310

## Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of **THE NATIONAL PROVISIONER**. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

**George N. Keith**, doing business as Chilliburger Co., Oklahoma City, Okla. For chili con carne. Trade mark: CHILLIBURGER. Claims use since August 10, 1935. Application serial No. 368,697.

**Bisbee Corp.**, Philadelphia, Pa. For cooking oils. Trade mark: NINA. Claims use since December 31, 1935. Application serial No. 374,275.

**Seeman Bros., Inc.**, New York City. For dog food. Trade mark: MATE. Claims use since February 21, 1936. Application serial No. 375,408.

**Baldwin Knoblach**, Hamburg, Germany. For margarine and edible fat. Trade mark: A mountain scene and the picture of a singing canary under which are the words "Harzer Roller." Claims use since 1934. Application serial No. 362,146.

**August Oetker**, Bielefeld, Germany. For extract of meat. Trade mark: OETKER'S HEILKOFF, and the drawing of a woman's head. Claims use since 1920. Application serial No. 363,942.

**Swift & Company**, Chicago, Ill. For oleomargarine. Trade mark: MAXIM. Claims use since January 24, 1936. Application serial No. 375,357.

**Leghorn Trading Co.**, New York City. For edible oils. Trade mark: CORRIDA. Claims use since March 1, 1935. Application serial No. 375,214.

**National Coast Products Corp.**, Swedesboro, N. J. For canned dog and cat food. Trade mark: KING, with a picture of a fox terrier. Claims use since December 17, 1935. Application serial No. 373,224.

**Chr. Bjelland & Co., Inc.**, New York City. For meat products—namely liver paste. Trade mark: KING OSCAR and a portrait. Claims use since November 25, 1935. Application serial No. 372,820.

**California Pet Foods Co.**, Sacramento, Calif. For animals and pet foods. Trade mark: BONNIE. Claims use since February 29, 1936. Application serial No. 375,928.

**Phillips Packing Co., Inc.**, Cambridge, Mass. For canned corned beef hash. Trade mark: PHILLIPS on a green and gold rectangle. Claims use since 1925. Application serial No. 373,615.

**Heger Products Co.**, St. Paul, Minn. For animal food—namely, dog foods. Trade mark: NIBBLES. Claims use since 1926. Application serial No. 376,123.

**Karl Seiler & Sons**, Philadelphia, Pa. For frankfurters. Trade mark: NUDEES. Claims use since April 5, 1935. Application serial No. 372,691.

**Hubbard Milling Co.**, Mankato, Minn. For dog food. Trade mark: NIBS. Claims use since December 16, 1935. Application serial No. 376,281.

**Continental Foods, Inc.**, Chicago, Ill. For canned foods for dogs, cats and other carnivorous animals. Trade mark: HI-BRED. Claims use since January 27, 1936. Application serial No. 376,751.

## HAMS IN CELLULOSE CASINGS

An outgrowth of the loaf application developed by The Visking Corporation several years ago, which appears to be growing in popularity, is the idea of placing boiled hams in cellulose casings after the hams have been processed and chilled in the usual way. A large ham stuffer, identical to the stuffer originally perfected by Visking, is used for the purpose, and the same instructions are followed as those pertaining to the insertion of loaves into cellulose casings.

## STRENGTHENING CENSUS WORK

Appointment of Dr. Vergil D. Reed of Boston is announced as assistant director of the Bureau of the Census, succeeding Dr. Stuart A. Rice, who resigned to accept chairmanship of the Central Statistical Board. Since September, 1935, Dr. Reed has been chief of the retail and wholesale trade division of the Census of Business. Dr. Reed's training and background, and his manifest interest in making census statistics of practical value to business and industry, give hope of still further improvement in and clarification of government census statistics as they are useful to business.

## RECENT PATENTS

**Coloring Material for Food Fats.**—Adino F. Files, Maumee, O. A dry coloring material for oleaginous foods consisting of a minor proportion of aniline dye and a major quantity of dessicated milk, and substantially free from oil and water and triturated together. Granted May 26, 1936. No. 2,042,173.

**Method of Marking Meats.**—Harry H. McKee, Chicago, Ill., assignor to Swift & Company, Chicago. A method of marking edible carcasses by puncturing into and below the surface a plurality of like identifying marks arranged in successive order. Granted May 12, 1936. No. 2,040,148.

**Method of Branding Lamb.**—Harry H. McKee, Chicago, Ill., assignor to Swift & Company, Chicago. In this method of marking carcasses, pigment is injected under the surface covering of fell in dotted arrangement. Granted May 12, 1936. No. 2,040,149.

## Recent Patents

### New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

**Slime Crusher.**—William Miller, Claude Ray Vann and Frank George Smersal, Kansas City, Kans. The machine comprises a crushing roller having a solid, non-yielding rim with backward slanting teeth. A second roller is adapted to cooperate with the crushing roller for loosening and breaking up the slime. Granted March 24, 1936. No. 2,035,332.

**Slicing Machine.**—Charles Louis Straeten, Chicago, Ill., assignor to Industrial Patents Corp., Chicago. An ingenious design, using principles not heretofore incorporated in a bacon slicing machine, for slicing several slabs of bacon at one time. Granted April 28, 1936. No. 2,038,770.

**Slicing Machine.**—Charles T. Walter, Chicago, Ill., assignor to Industrial Patents Corp., Chicago. This machine is designed with a conveyor arranged to receive bacon in groups of a specified number of slices and deliver the groups to the packing table. Granted April 28, 1936. No. 2,038,864.

**Processing and Molding Meat.**—Stanley F. Gleason, Philadelphia, Pa., assignor to Ham Boiler Corp., Port Chester, N. Y. This method based on use of a mold that permits juices liberated from meat to escape from container, but which prevents ingress of extraneous matter. This is effected by a flexible one-way seal which moves with cover. Granted April 21, 1936. No. 2,037,892.

**Sausage Stuffing Machine.**—Granville H. Stallman, Chicago, Ill. In this device meat is contained in an open hopper, from where it is carried to suffing nozzle and forced into casing with a screw conveyor. Granted April 21, 1936. No. 2,038,247.

**Casing Cleaning Machine.**—John B. Middaugh, Chicago, Ill., assignor by mesne assignment to Packers Equipment Development Co., Chicago. A machine similar to the conventional type, but possessing improvements in important details. The device is designed with a main drum, a scraper co-acting therewith, a feeding mechanism for drawing casings between scraper and drum and a means for varying the distance between scraper and mechanism while maintaining the relation of scraper and drum. Granted April 14, 1936. No. 2,037,252.

**Sausage Casing and Method of Closing.**—Henry A. Hensel, Milwaukee, Wis. A sausage casing having the material thereof knotted upon itself at one end to close the same. Granted May 26, 1936. No. 2,042,227.

# TOUGH RUBBER<sup>★</sup> MEANS MORE MILES HAULING MEAT PRODUCTS

*Now*

## IMPROVED HIGH PROFILE GOODYEARS GIVE EVEN LONGER TIRE LIFE

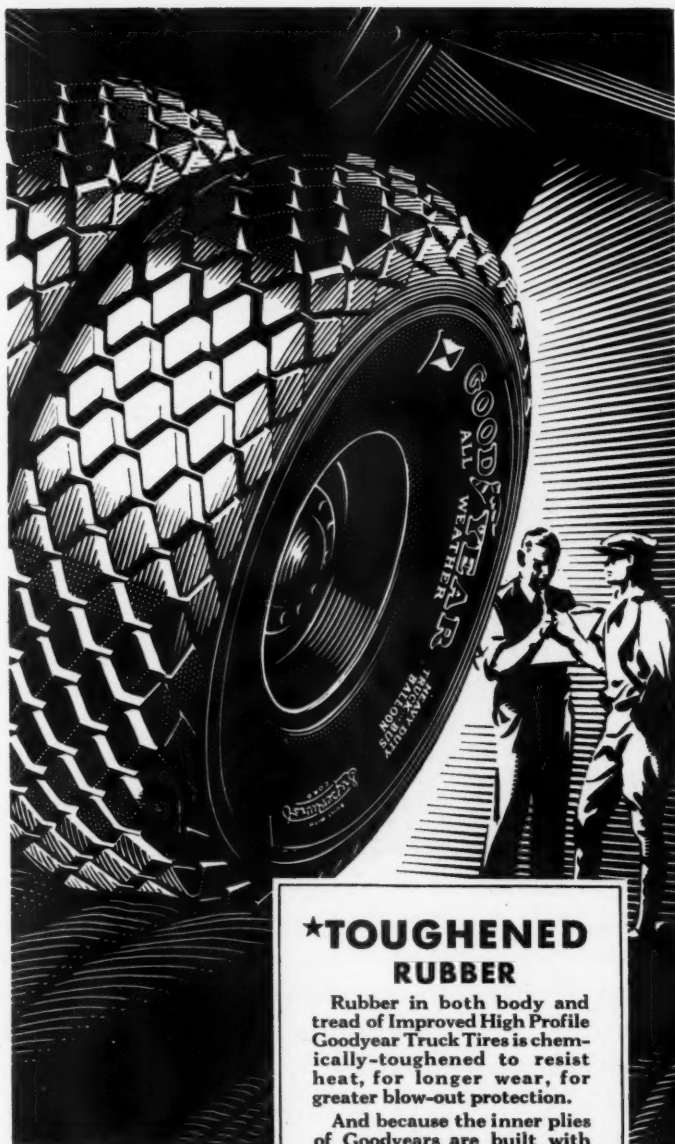
Tough rubber? Yes! Improved High Profile Goodyear Truck Tires are built with chemically-toughened rubber in both body and tread. That means strength, durability—longer, more dependable, more economical tire service on your meat trucks.

But that's only one reason why these Improved High Profile Goodyears will bring better tire performance to your job. Look at these features: Wider, flatter All-Weather tread with deeper non-skid design—more rubber on ground, better grip, better pull. Higher sidewalls—longer flexing zone generates less heat and provides greater area for more rapid diffusion of heat that is generated. Greater cubic volume—more rubber, more air space, more miles of wear.

You have to see these Improved High Profile Goodyear Truck Tires to appreciate them. Once you put them on your meat trucks you'll know what we mean when we say—They're MONEY SAVERS.

GOODYEAR K-RIMS make tire changing easy—give added strength and safety—save time and money.

THE GOODYEAR TIRE & RUBBER CO., INC., AKRON, OHIO



### ★TOUGHENED RUBBER

Rubber in both body and tread of Improved High Profile Goodyear Truck Tires is chemically-toughened to resist heat, for longer wear, for greater blow-out protection.

And because the inner plies of Goodyears are built with Supertwist Cord, Goodyear engineers are able to put into them a greater amount of chemical toughening.

In Goodyears there's blow-out protection in EVERY ply.

# GOOD YEAR TRUCK TIRES

money savers

# These meat loaves SELL FASTER IN "CELLOPHANE"!

— says Columbus Packing Co.



**M**R. E. A. SCHENK, President of The Columbus Packing Company, Columbus, Ohio, says:

"Our sales have increased profitably since we started using Cellophane transparent wrapping on meat loaves about a year ago.

"Much of the credit is certainly due to the attractive, 'dressed up' appearance of our packages that give complete visibility of the product. Retailers know they look well on display, and we've seen them out front in many stores.

"Furthermore, they sell themselves to lots of women who would not ordinarily think of meat loaves when they shop."

## SELF-SELLING PACKAGES

We maintain a service to meat packers who want any help in planning a package. There's no obligation. Just write to Du Pont Cellophane Co., Inc., Empire State Building, New York City.

# Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



A Page  
for the

# Packer Salesman



## Sales PRACTICES

### Some Things Which Make It Hard for Salesman to Sell

**N**O MATTER how good the engine may be, a car will not run right if the brakes are sticking or dragging. Gas consumption will be high, speed cut down and the time hastened when the car will have to go to the shop for a general overhauling.

Improve meat selling methods by all means, says a packer salesman, but don't overlook the fact that best sales efficiency never can be obtained when some details of the mechanism are in need of repairs.

He writes:

Editor THE NATIONAL PROVISIONER:

On your "Page for the Packer Salesman" in a recent issue of THE NATIONAL PROVISIONER a sales manager commented on ways and means by which the men on the routes can increase their efficiency, volume and profits. His suggestions were constructive and helpful.

### Manager Competes with Salesmen

Perhaps a humble packer salesman might be permitted to carry the discussion a little farther—to express in all sincerity some ways in which the sales manager can cooperate to improve meat selling conditions, and thereby further aid the salesman to increase volume and profits.

In my territory, for example, 30 per cent of the retail meat sales are made in chain stores. Selling to chain stores is done from the sales manager's desk. Prices at which chain store sales are made (because of volume, let us say) are below what I am permitted to sell for.

These chain stores compete with all my customers. Indirectly, therefore, my sales manager competes with me. And in this competition, of course, I am at a disadvantage.

### Questions He Wants Answered

How can I (as this sales manager suggests in his letter to you) "disregard competition" and "sell my products" when my sales manager under-sells me?

How can I retain the good will of independent retailers when my sales manager creates a market condition detrimental to their interests?

How can I get profitable prices for my products when every one of my customers is fighting for a price that will help him meet chain competition?

How can I increase my tonnage when an increasingly larger percentage of the product consumed in my territory is sold from the office?

These are some of the subjects I would like to see discussed by sales managers.

### What Do Price Lists Mean?

My route is in a city of considerable size. In this city are two killing plants and a sausage manufacturing plant. There are one or more chain stores in every block of the main and outlying business districts. Conditions here are not the same as on some of our other routes. I have seen competitors place their price lists before retailers, and invite them to buy products at 2c under printed prices.

I am supposed to sell at the list, regardless of conditions. My prices are not only the same as used on every one of our routes, but they are based on costs at the plant 150 miles away.

Market conditions in my territory may change over night. My list changes once each week. My principal competitors sell at prices based on the market on the day in question. I sell on a basis of costs without regard for the market. Sometimes the market is in my favor and I get a break. Usually, however, my competitors meet my prices.

### Pricing Suggestions

If conditions were the same on all routes, then one price list would serve adequately. But when a packer's sales are made over a wide territory it would seem that local conditions should be taken into account. Our sales manager says our prices are based on cost of production, and that to go under them would mean selling at a loss.

If special price lists for each route are not feasible, then costs could be added to the list, it seems to me, and

the salesmen given trading privileges, with instructions to get quoted prices if possible, but never to sell below cost. To check a tendency to sell too much product at or near cost, a system of payments based on profitable sales might be worked out.

For years I have been telling my customers that lard is the superior shortening—that no other product can compare with it in shortening value. I believed this, and still believe it.

### Lard Substitute Problem

Recently my firm started to manufacture a lard substitute. I am supposed to sell my share of this, and at the same time maintain my lard volume. To do this consumers in my territory must use more shortening. If I sell a reasonable volume of lard substitute, lard sales will drop proportionately. If consumers continue to buy lard in the future as they have in the past, there will be little possibility of large sales of lard substitute.

If, because of the hog shortage, there is a larger market for lard substitute, and if we educate consumers to use this product, how is the packer salesman going to sell his quota of lard when the hog supply becomes normal? Will "Sales Manager" also explain this?

### Wants Free Discussion

I think it is a fine thing for sales managers and packer salesmen to discuss unexploited possibilities in meat sales. Everyone gets helpful ideas thereby. But nothing is to be gained by keeping our skeletons in the closet. Let's drag them out and examine them.

A free and frank discussion of our sales problems certainly can do no harm. On the other hand, it might be helpful in aiding us to clear up unhealthful situations and getting meat selling on a more profitable basis.

Yours truly,  
INQUIRING SALESMAN.

### SOLICITATIONS THAT SELL

The average retailer interviews many packer salesmen each week. The vital question to each salesman is: How many does the dealer remember, and why? The retailer buys to sell. He makes his living by selling. This is an important point for the packer salesman to keep in mind. To emphasize why his products turn over quickly and create re-sales makes a solicitation worth more as an attention-getting and sales-creating argument than many times the same amount of talk on prices and service.



# Once Again . . .

## We'll let RESULTS do the talking about flavor-curing with

# ANGOSTURA

If there is one part of the United States where they really know fine sausage it's in the "Pennsylvania Dutch" country. Read what they think about Flavor-Curing with Angostura down around Lancaster, Pa. where cooking is a fine art...

*Excerpts from Bulletin Issued by*

**CH. KUNZLER COMPANY**

**LANCASTER, PA.**

*From every section of the territory, folks are complimenting the new product*

**HERE'S WHAT THE DEALERS ARE SAYING:—**

"My customers are coming in for that new Angostura Frankfurt. Send me two 10-pound boxes."

"I do a big 'phone business. Dozens of folks call in for those new Kunzler Frankfurts with Angostura. Send me 30 pounds."

"I always shop around for a price on Frankfurts. Never bought a pound from you fellows. But I give in. Folks want 'em—so they'll get 'em. Send me two boxes next delivery."

**AND HERE'S WHAT THE CUSTOMERS ARE SAYING:—**

"Marvellous flavor. I never had any idea a Frankfurt as fine as Kunzler's could be that much better with Angostura."

"One Frankfurt was all I usually ate at a meal, but today I ate two—and felt very comfortable. They're marvelous."

"Your new Frankfurts had my family asking for the third helping last evening. I guess what one of the boys said sums up what we think ... 'Gee, mom,' he said, 'these are better than steak aren't they?'"

**... And there's been a lot more opinions just like these few**

**THIS TAG**

identifies all meat products made by the Angostura Process. It is furnished to Licensees by Angostura-Wuppermann Corporation.



And once again we say: *The longer you hesitate, the more you lose.* Flavor-Curing processed meats with Angostura is opening the door to real profits for packers all over the country. Write now for full details about the process, about the issuance of licenses to use it and about our program of localized advertising.

**ANGOSTURA-WUPPERMANN CORPORATION • NORWALK, CONN.**

## SELLING Dry SAUSAGE

(Continued from page 13.)

painstakingly and carefully the characteristics of each product and how it is served. One lesson will not do. It must be repeated again and again, until the idea is put over.

Except to racial groups dry sausage is bought on impulse, our store investigations show. A housewife sees an attractive product in the retailer's showcase, remembers she needs meat for the children's lunch or for the bridge luncheon, and orders "some of that, please."

This tendency to buy sausage on impulse explains the increase in sales that usually takes place when a retailer increases quantity and varieties and gives attention to displaying sausage products more attractively.

### Possibilities at Point of Sale

If promoting dry sausage sales by advertising offers too little chance for success or appears too slow, then the alternative is more activity at points of sale. We have done some experimenting along this latter line, with enough success to encourage us to believe the retail stores may be the logical places in which to start to build dry sausage sales.

Retailers, however, should be won over to the idea first. They must be shown that all efforts will be made with the purpose of increasing their sales of profitable products. Results are very liable to be proportional to the enthusiasm with which retailers cooperate.

Possibilities for increasing dry sausage sales may be estimated from our experience with an experimental store campaign on capicolli. The merchandising effort was made in about 20 stores, merely as a try out.

Average sales of this sausage in these stores increased 11 per cent during the 3-week period of the campaign, and have been a little better than 9 per cent larger than usual during the two weeks since the campaign closed.

### A Simple Selling Plan

To secure these results we urged retailers to follow a few simple suggestions we made. These were:

- 1.—Feature capicolli in the showcase;
- 2.—Use the counter display card supplied;
- 3.—Inclose a printed slip (which we furnished) with each sale of the sausage;
- 4.—Suggest capicolli as a delicious product to housewives.

Counter card was designed to attract housewives' attention and interest her in the product, the printed slip to help her to remember the name of the sausage and encourage her to ask for it by name on future occasions.

We are inclined to believe this little printed slip was the most important detail in this simple merchandising plan. It was headed "Capicolli—A Delicious Sausage," stated briefly how the product is made from choicest materials and ended with the statement: "Ask For Blank's Capicolli." We think it did much to familiarize housewives with the product and to cause them to remember it, for retailers tell us more housewives are now asking for it by name.

### Building for the Future

If some of our test campaigns on other dry sausages work out as well as the capicolli trial, we will feel we have hit on a plan to effectively merchandise and build up a larger consumer demand for these delicious products. We then will try the idea over a wider territory and with various products in turn.

What we like about merchandising efforts at point of sale is that all influencing factors are under our control. Our results are very liable to be directly dependent on our ingenuity, energy and selling ability.

Our test on capicolli by no means indicates the possibilities in the plan we used, or how far store merchandising to cash in on impulse sales might be carried. There may be other ways to get better results than we secured. We will probably keep on trying until we have developed methods which appear most effective.

We want to make sales—to dispose

of as much product as we can at a profit. But we also want to educate consumers—to teach them to know and appreciate the different dry sausage varieties. For until this is done we cannot hope to build up our dry sausage department. Our "point of sale" merchandising methods, therefore, will build for the future, in addition to encouraging spot sales.

## MEAT INDUSTRY DEVELOPMENT

Progress in slaughtering and processing from the days when all work was done by hand to the present time was told to Chicago members of the Western Society of Engineers by M. D. Harding, assistant general superintendent of Armour and Company, in an address before that body on May 29.

Since its inception the meat industry has gone through four stages of development, Mr. Harding said:

- 1.—The country slaughterhouse.
- 2.—Winter slaughtering and packing plants.
- 3.—Year around meat packing plants.
- 4.—Present meat processing establishments.

Importance of major developments directly affecting meat packing were placed in the order named:

The refrigerator car.

Mechanical refrigeration.

Production of pharmaceuticals from animal glands.

Development of the dry system of rendering.

Substitution of alternating current, direct-connected motors for line shafts and belts for transmitting power.

Conveying systems for handling slaughtered animals and moving finished products from processing rooms to loading docks.

Replacement of unsanitary wooden structures with improper drainage by modern reinforced concrete buildings with impervious floors, glazed tile interiors and ample light and ventilation.

History of the development of mechanical refrigeration and the refrigerator car and improvements in methods of cattle, calf, hog and sheep slaughter, hog cutting, curing, smoking, canning, sausage manufacture, edible and inedible rendering, by-product utilization, casing processing, etc., were discussed in considerable detail.

While the address was in layman's language having been prepared for presentation to an audience whose knowledge of the meat packing industry and its methods was limited, it contained a great deal of information of much interest to packers, particularly the historical data presented. Mr. Harding has been active in the meat industry for 50 years, during which time most of the equipment and processes now universally used were developed.



### ANGOSTURA'S INSPIRATION.

Mrs. Josephine W. Wupperman, 85, president of the Angostura-Wupperman Corp., being congratulated by her son, general manager A. Edward Wupperman, on the opening of their new plant at Norwalk, Conn., where the Angostura bitters are made which are now being so widely used by processors to add quality and merchandising value to sausage.

## 24 HOUR FOOD DISTRIBUTION SERVICE

### Tests Reliability of Equipment and Men



One of the huge tractor and semi-trailer units on 24 hour duty in the Schell fleet—all on General Tires.

(Below) An indication of the size of the General Balloons used. Mr. Schell is at lower right.



● Schell Transfer Company, Baltimore, Md., also operating under the name of V. J. Schell & Sons, maintains a continuous 24 hour hauling schedule between Baltimore and Camden, N. J. Empty food containers are hauled from the Baltimore plant of the American Can Company to the plants of the Ritter organization. The trailer with "empties" is unhooked at the plant and immediately a trailer with canned goods is hitched on and the return trip to Baltimore is started. Upon

arrival there the load is distributed to city stores.

According to Mr. V. J. Schell, time is a vital factor and loss of time is being eliminated by the dependability of General Tires. Generals also minimize road hazards, he says. The entire large fleet is 100% General equipped, as will be all new units as added.

General builds the most complete, most highly specialized line of truck tires in the business. General Tire Dealers are factory-trained truck tire experts with wide experience and accurate knowledge in fitting the right type and size of tire to every kind of job. This combination is worth real money to you. If your job is tough, call in the General Tire dealer and let him prove these statements.

The General Heavy Duty Highway Balloon is built for speed and long haul work. It is only one of the complete line of Generals—each designed and built specifically to do a certain job better.



**FREE** Valuable booklet on how to get more service from your truck tires. Write to The General Tire & Rubber Co., Akron, Ohio. In Canada—The General Tire and Rubber Co. of Canada, Limited, Toronto, Ont.

### THREE REASONS WHY GENERALS ARE MORE PROFITABLE TO YOU:

1. Generals are stronger tires—additional full-width plies of powerful cord are anchored head to head—with no "idle" plies—no floating breaker-strips.
2. Generals are cooler tires—they flex uniformly without that heat-producing

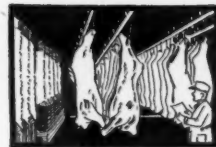
"hinging action" of ordinary breaker-strip tires.

3. Generals have "compact rubber" treads—their construction keeps the tread rubber compact and compressed so that it wears slowly and gives more miles.

# GENERAL TRUCK TIRES



# REFRIGERATION and Air Conditioning



## Brine CORROSION

Packers, Engineers and Manufacturers Suggest Remedies

THAT brine corrosion is a subject of considerable interest in the meat packing industry is evidenced by letters received commenting on discussion of this subject in the Refrigeration Section of the May 23 issue of THE NATIONAL PROVISIONER.

"This article was very interesting," one packer writes. "Corrosion takes a large toll in the meat packing plant every year and, as was stated, is a problem packers would like to see given scientific consideration with a view to reducing losses, if not preventing them.

"I assume most meat plant engineers are familiar with the fact that in ice manufacturing plants an 'inhibitor' is often added to brine to reduce corrosion. Sodium dichromate, I believe, is most often used for this purpose. This coats pipes and metal surfaces in contact with brine, increasing the life of the metal.

### Silicate Inhibitor Suggested

"Use of sodium dichromate would not be permitted in open brine spray systems in meat packing plants, because the dichromate, coming in contact with meats, might leave a bitter taste. Some of the silicates might be used, however, although I do not know that these ever have been tried. Cost is a factor which would have to be taken into consideration, as there would be considerable loss to the sewer."

A refrigerating engineer also suggests use of a silicate 'inhibitor' in the brine used in open spray systems, particularly in processing and manufacturing rooms. He thinks cost of the chemical might be an objection where much moisture is evaporated, as in hog chill rooms.

A sausage manufacturer offers the suggestion made previously—that rails and hangers be kept well oiled. "We have followed the practice," he says, "of oiling the rails and hangers at frequent intervals, in rooms where open brine spray systems are in use, also trolleys and cages. We have had less trouble with corrosion of rails and hangers than some packers we know who neglect this precaution. It would seem to be cheaper in the end to protect rails and hangers than to permit corrosion to damage the equipment.

"Our greatest losses by corrosion oc-

cur in unit coolers. We have replaced these as frequently as every two years. We have about concluded that while unit coolers of stainless steel cost more, they are the cheapest in the long run. We may standardize on them."

### A New Protective Coating

A manufacturer of protective coatings says he has a product which may be the solution of brine corrosion in the meat packing plant, and offers to provide samples to packers who may care to experiment with it. "Our product was applied to a metal surface," he says, "and exposed to a liquid brine

condition up to temperatures of 250 degs. Fahr., with excellent results."

He also tells of test panels exposed to a liquid solution of poultry manure. One panel was kept submerged and the other withdrawn daily and dried for a period of four months. The acid and moisture conditions had no effect on the protective film.

These tests were made by a poultry car company. In reply to an inquiry an official of the company said: "One of the panels was buried in the manure and left there indefinitely. The other was placed in the manure one day and removed the next, allowing it to dry each alternate day. We cannot determine that the surface coating or the metal underneath had been affected in any way."

### Bakers Also Have Their Troubles

Corrosion is a subject of interest to food processors other than packers. An engineer writes: "We are seeking a remedy for corrosion in bakery dough rooms, where carbonic acid gas is present under heat of about 100 degs. and a relative humidity of 75 to 80 degs."

"If you can arouse enough interest in brine corrosion," another packer wrote, "a solution of the problem may be found eventually. If I can help with tests and experiments, call on me."

## Air CONDITIONING

An information service  
for the meat processor

What is meat plant air conditioning? Why is it needed? Where should it be used?

How is it being used?

These questions are answered in articles which have appeared in THE NATIONAL PROVISIONER during the past year. They describe methods and give temperatures and humidities for each department of the plant. They also describe air conditioning installations now in operation.

All this information has been put together in a loose-leaf binder, and future articles describing installations in other departments will be added as they appear.

Fill out and return the coupon if you want this service.

THE NATIONAL PROVISIONER  
407 So. Dearborn st., Chicago, Ill.

Enclosed find remittance for \$1.25, for which please send me a copy of THE NATIONAL PROVISIONER AIR CONDITIONING SERVICE, with later articles to be mailed to me as they appear.

Name.....  
Company.....  
Street.....  
City.....

### REFRIGERATION NOTES

Wayne Artificial Ice & Cold Storage Co., Wayne, Neb., has been incorporated with a capital stock of \$40,000 by R. J., Floyd H. and J. R. Kingston.

Enlargement of the plant of the Dixie Ice & Coal Co., Asheboro, N. C., including addition of cold storage rooms, is contemplated.

Contracts have been let for construction of an ice manufacturing and cold storage plant in Goldsboro, N. C.

Permit has been issued to Eureka Ice & Cold Storage Co., Eureka, Calif., for erection of a waterfront cold storage plant.

A cold storage plant is being erected in Nampa, Ida., by the Boise Cold Storage Co.

Dr. J. L. Brooks is planning erection of a modern ice and cold storage plant in Tifton, Ga.

Plant of the Neoga Cold Storage Co., Neoga, Ill., was recently destroyed by fire.

A cold storage plant is being erected in Shoshone, Ida., by J. F. Christensen.

Biederwolf Ice & Cold Storage Co.,

# Vilter

## MONO UNIT AIR CONDITIONERS

Vilter Mono-Unit Air Conditioners are designed for the most simple method of control and fool-proof operation and yet give peak performance.

They offer the provision industry a most practical solution of the problem of shrinkage.

Require little space and can be installed at surprisingly low cost. You cannot afford to ignore the economic advantages of a Mono-Unit installation.

Write for full particulars

THE **VILTER**  
"SINCE 1927"

MANUFACTURING COMPANY  
2118 South First Street  
MILWAUKEE, WISCONSIN

REPRESENTATIVES IN PRINCIPAL CITIES

**MORE SALES  
MORE PROFITS**

when you fix fine, natural color with

**SOLVAY**  
TRADE MARK REG. U. S. PAT. OFF.

**NITRITE OF SODA**

Meats cured this modern way have a rich, ripe bloom. They have palate-pleasing flavor and appetizing eye appeal. This aid to a perfect, full-flavored cure conforms to all U. S. Pharmacopoeia specifications. Absolutely safe, reliable and 100% uniform in results when properly used.

Warehouses located at strategic points throughout the country supply SOLVAY Nitrite of Soda packed in convenient sized containers. Full information together with samples, prices and address of nearest delivery point sent on request to Dept. SNF.

**SOLVAY SALES CORPORATION**

Alkalies and Chemical Products Manufactured by  
The Solvay Process Company

40 Rector Street New York

BRANCH SALES OFFICES:

Chicago Detroit Kansas City Cincinnati Pittsburgh  
Houston St. Louis Cleveland Indianapolis Boston  
Syracuse Philadelphia New York Charlotte

**SOLVAY CALCIUM CHLORIDE**

"The Safe Brine Medium"

Years of outstanding performance have earned this enviable reputation for SOLVAY Calcium Chloride. For safety, economy and complete satisfaction — it is unsurpassed.

**THEURER**  
**ICEFIN**  
Refrigeration



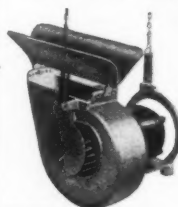
## The MODERN METHOD of TRUCK COOLING

Operates on forced-circulation principle; insures positive absence of hot spots in body. Operates off truck battery. Economical to use; highly efficient. Now being used by leading packers. Four sizes fill all needs.

Write for details!

**THEURER WAGON WORKS, Inc.** New York, N. Y.  
North Bergen, N. J.  
Builders of Commercial Insulated and Refrigerated Bodies

## How Many Pounds a Week Do You Lose in Shrinkage?



U.S. Patent  
1964822

Figure the low cost of an Action-Air System against the savings it makes in shrinkage and trimming losses in your cooler. This air-conditioning system is one of the best investments you can make. It balances the temperature throughout the cooler — keeps air fresh — prevents discoloration, mold and musty odors. Write today for details.

**ACTION-AIR SYSTEM**  
OF AIR-CONDITIONING COOLERS

The Brown Corp. 111 Chester St., Syracuse, N.Y.

## WESTON TRUCKING & FORWARDING CO.

Refrigerated Service



Specializing in Pool  
Car and Less Car-  
load Distribution of  
Packinghouse Prod-  
ucts in the Metro-  
politan Area.

15-19 Brook St.  
Jersey City, N. J.

**JAMISON**  
BUILT DOORS

## WHY?

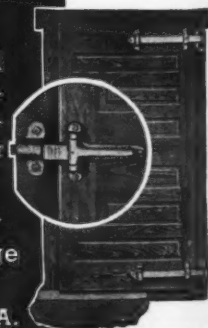
Why do leaders in all fields using refrigeration specify JAMISON-BUILT Doors for their plants?

Send for free bulletin.

Jamison Cold Storage  
Door Co.

Hagerstown, Md., U. S. A.

Branches in principal cities



Jamison Standard  
Door with  
Wedgetight Fastener

Monticello, Ind., has announced purchase of Mack & Co., Monon, Ind.

United States Cold Storage Co. has purchased the former Morris & Co., meat packing plant at Kansas City, Kans., from Armour and Company.

Union Pacific Cold Storage Plant, Seattle, Wash., has been leased by the Ketchikan Fish Co. for use as a distributing center.

Cold storage plant of J. C. Burdick, Union City, Tenn., was destroyed by fire recently.

A cold storage plant to cost approximately \$60,000 is being constructed in Brooks, Ore., by the Lebach Cold Storage Co.

## FINANCIAL NOTES

Net income of First National Stores, Inc., totaled \$3,163,329 for the fiscal year ended March 28, equivalent after preferred dividends to \$3.65 a share on common stock. Net income in the previous year was equivalent to \$3.89 per share on common stock.

Cincinnati Union Stockyards has declared a quarterly dividend of 40 cents, payable June 30, to stockholders of record on June 20.

Directors of Procter & Gamble have declared a quarterly dividend of \$2 on 8 per cent preferred stock, payable July 15, to stockholders of June 25.

A quarterly dividend of \$1 and a special payment of 50 cents have been declared by Jewel Tea Co., payable July 15, to stockholders of July 1.

## PACKER AND FOOD STOCKS

Price ranges of listed stocks, June 10, 1936, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended.	June 10.	June 10.	June 10.
Amal. Leather.	1,500	3%	3%	3%
Do. Pfd.	300	51 1/2	49	51 1/2
Amer. H. & L.	800	8%	8%	8%
Do. Pfd.	300	37	37	37
Amer. Stores	1,000	27 1/2	27	27 1/2
Armour III.	12,150	4%	4%	4%
Do. Pfd.	1,300	75	73 1/2	75
Do. Del. Pfd.	800	108	107 1/2	108
Beechnut Pack.	2,400	96	96	96
Bohac, H. C.	150	6%	6%	6%
Do. Pfd.	20	36	36	36
Chick. Co. Oil.	600	21 1/2	21 1/2	21 1/2
Childs Co.	200	7%	7%	7%
Cudahy Pack.	500	36 1/2	36 1/2	37%
First Nat. Strs.	3,100	46%	46%	46%
Gen. Foods	21,100	40%	40%	39
Gobel Co.	2,600	4%	4%	4%
Gr.A.&P. 1st Pfd.	....	....	....	125 1/2
Do. New	205	114 1/2	114	111
Hormel, G. A.	50	16%	16%	17 1/2
Hygrade Food.	700	4%	4%	4%
Kroger G. & B.	6,400	22 1/2	22 1/2	22 1/2
Libby McNeill.	2,250	7 1/2	7 1/2	7 1/2
Mickelberry Co.	11,750	4%	4%	4%
M. & H. Pfd.	40	6	6	6
Morrell & Co.	....	....	....	44%
Nat. Leather	300	1%	1%	1 1/2
Nat. Tea	400	8%	8%	8%
Proc. & Gamb.	4,000	41 1/2	41 1/2	41 1/2
Do. Pr. Pfd.	30	118%	118%	118
Rath Pack.	....	....	....	22
Safeway Strs.	4,400	33	32%	32%
Do. 6% Pfd.	270	111 1/2	111 1/2	111 1/2
Do. 7% Pfd.	90	112 1/2	112 1/2	113
Stahl Meyer	....	....	....	2%
Swift & Co.	8,700	21 1/2	21 1/2	21 1/2
Do. Intl.	2,950	29%	29%	30%
U. S. Leather.	200	6%	6%	7%
Do. A.	1,000	12%	12%	12%
Do. Pr. Pfd.	....	....	....	83 1/2
Wesson Oil	1,800	36 1/2	35 1/2	36
Do. Pfd.	200	79%	79%	81
Wilson & Co.	11,300	7%	7%	8
Do. Pfd.	1,300	73	73	73

\*Or last previous date.

# PACKERS ARE Modernizing

Daniel A. Gottlieb, Camden, N. J., is enlarging plant facilities. Additions include a cooler for curing, extra smoke house and large killing floor.

Pleasant Valley Packing Co., Mainland, Pa., is installing a new Diesel engine to replace the one now in operation in its power plant.

A. C. Roberts, Kimberton, Pa., has just installed a Link Belt stoker in the plant boiler room.

New storage and sales coolers have been opened by the Clinton Packing Co., Clinton, Ind. A conveyor has been installed to aid in truck loading. The company's old plant will be used only for slaughtering and processing.

Armour and Company is starting construction of a \$30,000 addition to its branch plant at Albany, N. Y. The structure will be of concrete, two stories high and will conform architecturally to the rest of the building.

Punxsutawney Beef & Provision Co. has awarded contracts for construction of a packing plant and garage at Punxsutawney, Pa. The new plant will cost around \$150,000.

Black Diamond Products, Inc., Memphis, Tenn., plans to construct a \$70,000 building to house a laboratory, slaughter house and cold storage rooms. Building would be of brick and concrete and located on a 2-acre site near the plant of Abraham Bros. & Co. About 100 men would be needed to keep the plant in operation.

Farmers Meat Co., Thomasville, Ga., which built a killing plant during period of government slaughter, is now adding coolers, sausage department, curing cellars, edible and inedible rendering. Cattle and hogs will be killed under B. A. I. inspection. Menges-Mange, Inc., St. Louis, Mo., are architects and engineers.

Plant of DuQuoin Packing Co., DuQuoin, Ill., is being remodeled for government inspection.

Kansas City Dressed Beef Co., Kansas City, is increasing the cooler capacity of its new plant one-and-a-half times.

Contract for construction of a \$100,000 packing plant at South St. Paul, Minn., has been let by Rifkin & Son to Menges Mange, Inc., St. Louis, Mo. The plant will be started shortly and work is to be completed by September 15. The 1 1/2-story building will be of brick construction and will have a capacity of about 700 cattle and 200 calves per week. It will be located just north of the Armour and Company plant at South St. Paul. The firm at present operates a wholesale market in Minneapolis.

A 2-story sheep abattoir is to be erected adjoining the beef abattoir at the Ottumwa plant of John Morrell & Co. Another structure, consisting of basement and 4 stories is to be erected West of the present beef cooler build-

ings, to provide increased facilities for beef chilling and boning, dining room and locker facilities. Construction work on these two projects will be started this summer.

Armour and Company is planning extensive additions and improvements to the plant of the Birmingham Packing Co., Birmingham, Ala., which it recently acquired.

## NEW BEEF PLANT A MODEL

(Continued from page 16.)

planned and the departments located in respect to one another. The floor plan and the arrangement of rooms seems to be one that might be suitable for a similar capacity in any other section of the country, and as efficient as might be devised for conditions similar to these anywhere.

Since this article was written announcement has been made that an addition to the cooler space will be made to take care of expanding volume. The addition will adjoin the sales cooler at front of building. When it is placed in service capacity of plant will be increased 1 1/2 times.

## EMPLOYMENT INCREASE

Survey by Geo. A. Hormel & Co., of employment at the Austin, Minn., plant this year, compared with earlier years, brought out the fact that in the 10-year period 1926 to 1936 the number of employees had increased by 1,273 persons, or 182 per cent. On May 9, 1926, there was a total of 1,541 persons employed, with a weekly payroll of \$38,700. Three years later the figure changed to 1,891 persons and the payroll to \$47,000. On May 9, 1936, the number of persons employed had increased to 2,814 and the weekly payroll to \$71,632.

Thus, in the depression years since 1929, the company increased its personnel at the Austin plant by 923 persons, or 148 per cent. The survey was made at the request of a metropolitan newspaper.

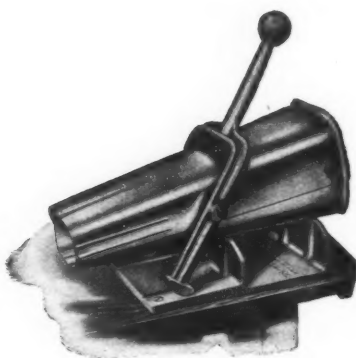
## A. R. S. E. SPRING MEETING

Twenty-third annual spring meeting of the American Society of Refrigerating Engineers will be held at Skytop Lodge, Skytop, Pa., June 22, 23 and 24, 1936. Three sessions will be held, one of which will be a joint session with the American Society of Heating and Ventilating Engineers. Refrigeration of foods will be the general topic of the first meeting, air conditioning engineering of the second and thermal problems of the third. Recognized authorities will discuss important subjects at each session.



*Product*

# MEAT LOAVES *or* HAMS *in Casings!*



*Stuffer*

*Made of Stainless  
Steel with Cast  
Aluminum Base*

A single, simple operation—processing in the Adelmann Luxury Loaf Container—gives your loaves a distinguished new appearance that multiplies sales. The Adelmann Luxury Loaf Container provides practicability, appearance, and low cost. The transparent casing affords visibility, identification, and protection. Used in combination, they produce luncheon loaves that *cannot* be confused with ordinary competitive products. Pistachio nuts, pickles, pimentos and peppers are visible through the casing and add to the attractiveness of the product.

Pullman loaves or small hams produced in sizes 02 LE, 1-0-E, 02 SE, or 02 GE, may be inserted into 4½-inch High Stretch Casings by using our New Stuffer No. 2. Ask for particulars.

*New Flavor Appeal  
Better Keeping Quality  
Improved Appearance*

**PERMANENT  
IDENTIFICATION**



**ADELMANN**  
*Luxury Loaf Container*

For efficient, low-cost production of quality meat loaves and specialties. Cuts shrink, improves quality. Made in seven sizes.

**ADELMANN**—“*The Kind Your Ham Makers Prefer*”

## **HAM BOILER CORPORATION**

**Office and Factory, Port Chester, New York**

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London

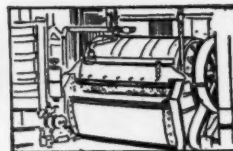
Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities

Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.

LARD	10.50
WILLIS	10.50
HAMS	10.50
LOINS	10.50
BUTTS	10.50

# Provisions and Lard

## Weekly Market Review



**Trade Fairly Active—Market Firmer—Cash Trade Moderate—Hogs Holding Strongly—Hog Run Continues Liberal—Liquidation Appears Over—Sentiment More Two Sided**

MARKET for hog products the past week experienced a fairly good volume of trade and a very steady price trend with market slightly better than the previous week. The improved technical position that developed the previous week was more in evidence this week, and with hogs and corn holding rather firm, the comparatively liberal hog receipts had less influence.

Liquidation in the futures market appeared to have been completed, and although trade was mixed, the market again displayed stubbornness to selling pressure. At times, there was evidence of hedge pressure on the later months but buying for packing interests appeared in nearby positions, presumably lifting hedges against cash sales.

Cash trade in hog products was reported as fair but there did not appear to be any particularly undue activity in consumer takings and there was caution in following the swells, particularly in speculative quarters. Firmness in cotton oil again aided lard.

### Larger Hog Runs Expected

The after-planting run of hogs to market is still awaited with interest, but with hog price satisfactory and the hog-corn feeding ration still favorable probabilities are that the country will continue to market hogs in a liberal way, compared with the modest marketings at this time a year ago.

Receipts of hogs at Western packing points last week were 297,200 head compared with 274,400 head the previous week and 230,200 head the same week last year. Average price of hogs at Chicago at the outset of the week was 9.90c compared with 9.75c the previous week, 9.60c a year ago, 3.50c two years ago and 4c three years ago. At mid-week top hogs at Chicago were at 10½c, the same as the previous week. Average weight at Chicago last week was 253 lbs. against 249 lbs. the previous week, 248 lbs. the same week last year and 223 lbs. two years ago.

Lard exports for week ended May 30 were 1,149,000 lbs. against 1,237,000 lbs. last year. From January 1 to May 30 this year lard exported totaled 46,133,000 lbs. compared with 61,767,000 lbs. the same time last year. Exports of hams and shoulders for the week were 550,000 lbs. against 1,388,000 lbs.

last year; bacon 224,000 lbs. against 185,000 lbs., and pickled pork 13,000 lbs. against 275,000 lbs.

PORK—Demand was moderate at New York with market steady. Mess was quoted at \$30.00 per barrel, family \$29.00 per barrel and fat backs \$19.50@23.50 per barrel.

LARD—The market was steady with fair demand at New York. Prime Western was quoted at 10.20@10.30c, middle Western 10.10@10.20c, New York City tierces 10c, tubs 10½c, refined Continent 10½@10¾c, South American 10½@10¾c, Brazil kegs

10½@11c, compound in car lots New York 10¾c, smaller lots 11c. Compound showed a decline of ¼c on the week.

At Chicago regular lard in round lots was quoted at 2½c over July, loose lard, 65c under July, and leaf lard 72½c under July.

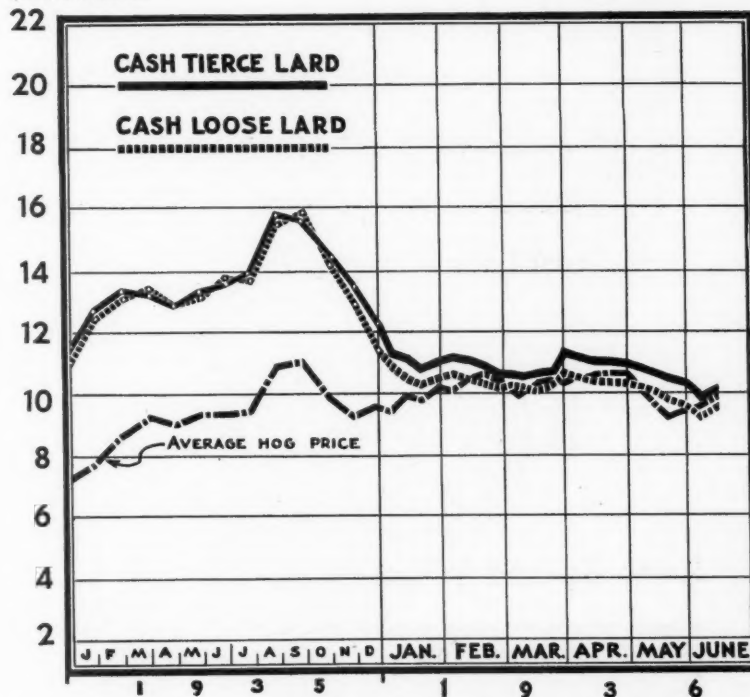
(See page 42 for later markets.)

BEEF — Demand was moderate at New York with market steady. Mess was nominal, packer nominal, family \$15.00@16.00 per barrel and extra India mess nominal.

## CASH TIERCE LARD &

## CASH LOOSE LARD

CENTS PER LB.



In spite of scarcity and high prices of hogs this chart shows that loose lard has sold in recent months at prices very close to or below the average price of hogs. Also that lard in tierces has seldom made the desired differential over either loose lard or live hog costs.

Hog prices in 1935 as shown in the chart do not include the processing tax of 2½c per pound. This, coupled with scarcity, had its influence on prices throughout that year. Lard prices during much of 1936 have been well below the price of hogs on the rail, and allow no provision for processing and overhead costs—to say nothing of profits.

This chart is a part of THE NATIONAL PROVISIONER MARKET SERVICE, series showing the monthly average price of cash and loose lard and live hogs at Chicago during 1935 and 1936 to date.

# "IMPULSE BUYING

**R**IGID ECONOMY in the household budget, essential in the past few years, is giving way to "impulse buying."

Besides being a sign of better times, it should be the signal to the food industry to *pep up the package*; to give it the ability to suggest its own purchase on the spur-of-the-moment.

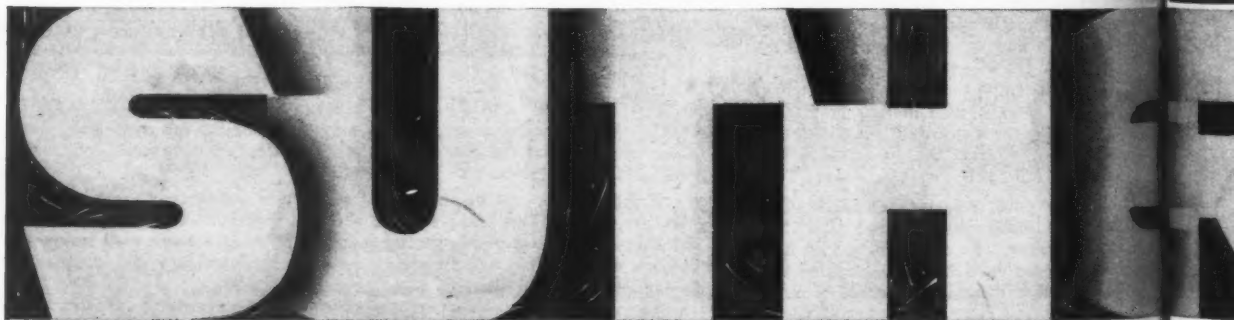
Unless your package is all it should or can be, you can profitably submit it to the Sutherland designers. They will give it an unbiased analysis.



## SUTHERLAND PAPER CO.

KALAMAZOO, MICHIGAN

Two Board Mills with a Daily Capacity of 350 Tons



THE LARGEST CARTON-SELLING

Y G" *is back again!*

"and let's get some of this"



**RAMP**

INDORGANIZATION IN THE U. S. A.

**HALLMARK  
KREEMKO  
SAUSAGE FLOUR**



## HALLMARK KREEMKO QUALITY *goes straight to the Consumer*

Consumer demand swings to the manufacturer of improved meat products with consistent high quality. Hallmark KreemKo contributes to quality in many ways in making sausages, frankfurters, liverwurst, bolognas, loaves, potted and canned meats. This quality binder holds fats and juices together—discourages streaks and water pockets—eliminates souring—retards burning. While improving the appearance and quality of your products, it actually increases yield. Hallmark KreemKo Sausage Flour is high in protein and lecithin, and very low in starch—less than 1%—a healthful, nutritious, digestible foodstuff. Build your sausage business on Hallmark quality!

*Write today for free particulars*

HALLMARK KREEMKO SAUSAGE FLOUR is manufactured by

**ALLIED MILLS, INC.**

*for*

**STEIN, HALL MFG. COMPANY**

2841 S. Ashland Ave. Chicago, Ill.

**STEIN, HALL & COMPANY, INC.**

285 Madison Ave. New York, N. Y.

SALES OFFICES IN ALL PRINCIPAL CITIES



ONE of the most important qualities of Diamond Crystal Salt, successful food men everywhere tell us, is its unequalled mildness. They find it allows far greater incorporation than ordinary salt, with no danger of developing over-saltiness. You can use more.

That's how they get better flavor and still maintain uniformity in their finished products. They know it's the exclusive Alberger Process of making Diamond Crystal Salt that insures this mildness and keeps it pure and uniform always. Have you tried Diamond Crystal in your plant? Why not order this superior salt today? Diamond Crystal Salt Co., Inc., St. Clair, Michigan.



# Diamond Crystal Salt

UNIFORM IN COLOR . . . PURITY . . . DRYNESS . . . SOLUBILITY  
SCREEN ANALYSIS . . . CHEMICAL ANALYSIS . . . CHARACTER OF FLAKE

## Hog Cut-Out Results

**P**ACKERS are cutting their good heavy butcher hogs at a considerable loss. Good showing of the past two weeks has gradually disappeared, and hogs weighing 250 to 300 lbs. alive are cutting at a loss of nearly \$2 per head. Even mediumweight butchers show a loss on product going into cure, when compared with the current market on cured product. Lightweights showed a bare profit, with hams from such hogs going into the cellar at a cost  $\frac{1}{2}$ c under the present market for cured hams of the same averages and picnics and bellies .4 of one cent under the current market.

Percentage of these fancy light butchers is not large, and bulk of good hogs now being received are of heavier weights. *This means that packers are taking an initial loss on most of the hogs they cut.*

Whether or not the market will be higher when this product comes out of cure is a question. Beef is plentiful and not high, and the outlook is for continuing supplies of good beef, for hog runs well above those of last summer and for considerably increased supplies of hogs in the fall and early winter. In many sections of the Corn Belt little pigs are very plentiful.

The short form hog test on this page is worked out on the basis of average

yields, costs and credits on hogs slaughtered in Chicago packing plants. Every plant should make its own test, applying its own yield figures on the kind of droves being slaughtered at this time, and costs and the credits it can apply for offal and miscellaneous products.

## INSPECTED SLAUGHTER

Inspected hog slaughter in May, 1936, was considerably larger than that of May, 1935, but with this exception it was the smallest for May since 1914. Cattle slaughter, on the other hand, was the highest of record for May, with one exception. Figures for each of the five months of 1936 for the major classes of livestock follow:

	Cattle.	Hogs.	Sheep.
January .....	906,189	3,427,799	1,533,735
February .....	741,680	2,319,096	1,313,922
March .....	763,029	2,617,126	1,373,784
April .....	812,204	2,558,614	1,206,356
May .....	785,516	2,578,414	1,213,726
Total .....	4,008,678	13,502,049	6,706,559
5 mos. 1935 .....	3,745,529	11,963,730	6,022,512

## CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended June 6, 1936:

	Week June 6.	Prev. 5-days.	Same week '35.
Cured meats, lbs. ....	19,774,000	18,167,000	18,762,000
Fresh meats, lbs. ....	45,535,000	34,351,000	35,842,000
Lard, lbs. ....	1,415,000	1,359,000	3,345,000

## CASING EXPORTS AND IMPORTS

Foreign trade in casings during April, 1936:

EXPORTS.			
	Hog. lbs.	Beef. lbs.	Other. lbs.
Belgium .....	10,534	156,989	13,291
Denmark .....	.....	101,748	.....
France .....	3,072	64,671	41,521
Germany .....	221,830	235,636	27,395
Italy .....	.....	174,160	.....
Netherlands .....	5,353	44,794	2,062
Norway .....	.....	50,773	480
Poland & Danzig ..	7,018	31,360	.....
Sweden .....	.....	45,150	1,175
Switzerland .....	.....	35,964	.....
United Kingdom ..	171,745	29,599	14,036
Canada .....	.....	42,581	5,480
Panama .....	.....	10,035	510
Cuba .....	.....	10,144	47
Australia .....	174,706	25,229	4,492
New Zealand .....	51,808	.....	.....
Others .....	7,067	6,404	2,158
Total .....	654,633	1,065,207	113,247
Value .....	\$327,386	\$77,618	\$44,171

IMPORTS.			
	Sheep, lamb, and goat. lbs.	Others. lbs.	
U. S. S. R. (Russia) .....	116,280	.....	.....
Canada .....	1,140	121,802	.....
Argentina .....	50,060	206,973	.....
Brazil .....	.....	44,743	.....
Chile .....	83,152	.....	.....
Peru .....	.....	41,595	.....
Uruguay .....	6,702	244,213	.....
China .....	27,541	96,385	.....
Iraq .....	11,234	.....	.....
Japan .....	661	10,879	.....
Australia .....	214,692	34,740	.....
New Zealand .....	145,587	20,440	.....
Un. of So. Africa .....	17,458	.....	.....
Others .....	20,745	24,561	.....
Total .....	701,142	844,411	.....
Value .....	\$490,958	\$108,777	.....

Watch "Wanted" page for bargains.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams .....	14.00	19.75	\$ 2.77	13.70	19.62½	\$ 2.69	13.30	19.50	\$ 2.59
Picnics .....	5.60	14.54½	.81	5.30	13.17½	.70	5.00	11.82½	.59
Boston butts .....	4.00	18.00	.72	4.00	18.00	.72	4.00	18.00	.72
Loins (blade in) .....	9.80	20.00	1.96	9.50	18.37½	1.75	9.00	16.87½	1.52
Bellies, S. P. ....	11.00	18.31	2.02	8.70	16.80	1.46	3.50	15.66	.55
Bellies, D. S. ....	.....	.....	.....	3.00	12.12½	.36	9.00	12.00	1.08
Fat backs .....	2.00	8.00	.16	4.00	8.12½	.32	5.00	8.37½	.42
Plates and jowls .....	2.50	8.75	.22	2.50	8.75	.22	3.30	8.75	.29
Raw leaf .....	2.00	9.12½	.18	2.10	9.12½	.19	2.20	9.12½	.20
P. S. lard, rend. wt. ....	12.10	10.12½	1.23	11.40	10.12½	1.15	11.00	10.12½	1.11
Spareribs .....	1.50	10.00	.15	1.50	10.00	.15	1.50	10.00	.15
Trimnings .....	3.00	8.12½	.24	2.80	8.12½	.23	2.70	8.12½	.22
Feet, tails, neckbones .....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc. ....	.....	.....	.31	.....	.....	.31	.....	.....	.31
<b>TOTAL YIELD AND VALUE .....</b>	<b>69.50</b>		<b>\$10.85</b>	<b>70.50</b>		<b>\$10.33</b>	<b>71.50</b>		<b>\$ 9.83</b>
Cost of hogs per cwt. ....		\$10.09			\$10.06			\$ 9.92	
Condemnation loss .....		.05			.05			.05	
Handling and overhead .....		.64			.57			.54	
<b>TOTAL COST PER CWT. ALIVE .....</b>		<b>\$10.78</b>			<b>\$10.68</b>			<b>\$10.51</b>	
<b>TOTAL VALUE .....</b>		<b>10.85</b>			<b>10.33</b>			<b>9.83</b>	
Loss per cwt. ....		.....			\$ .35			\$ .68	
Loss per hog .....		.....			.84			1.90	
Profit per cwt. ....		\$ .07			.....			.....	
Profit per hog .....		.14			.....			.....	

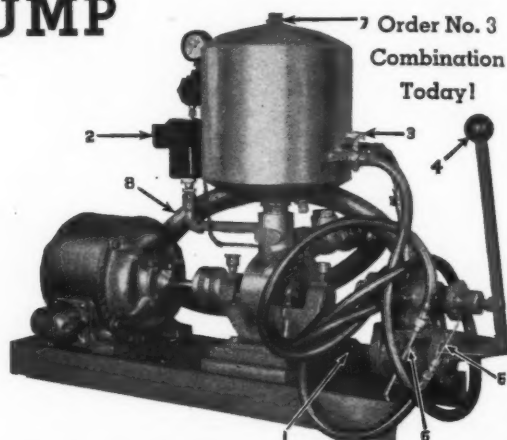
# PRAGUE POWDER PICKLE

USE THE PRAGUE METHOD

*Your Pumping Methods Can Be Improved  
with a BIG BOY PUMP*



The Home of GRIFFITH'S PRODUCTS



## The GRIFFITH LABORATORIES

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### WYNANTSKILL Stockinette News

SAVING MONEY for MEAT PACKERS

### KNIFE SLIPS on Smoked Hams

Used on smoked meats, WYNANTSKILL Stockinettes cut shrink, improve appearance, increase sales appeal. They protect fresh and cured meats against losses, contamination, bruises. They pay for themselves!

A single knife slip on a ham often requires considerable trimming. And every ounce you trim means a reduction in profit!

You can eliminate these losses by using WYNANTSKILL Stockinettes. The method is simple. WYNANTSKILL Stockinettes are made to fit perfectly. They exert a molding pressure on the meat. They hold loose pieces in place with a firm pressure, and you'll find that these loose pieces will go back into place during processing!

This is only one of the advantages of using WYNANTSKILL Stockinettes. Others—equally important—make WYNANTSKILL Stockinettes the best investment you can make. Try them and see! SAMPLES? Gladly!

# Wynantskill MFG. CO.

The BEST POSTED  
Company in the  
Stockinette  
Field

TROY, NEW YORK

REPRESENTED BY—Fred K. Higbie, 417 S. Dearborn St., Chicago, Ill.; W. J. Newman, 1005 Pearl St., Alameda, Calif.; Murphy Sales, Adrian, Mich.; O. M. Ardizsoni, 9042—41st Ave., Corona, L. I., N. Y.; Jos. W. Gates, 131 W. Oakdale Ave., Glenside, Pa.



### Always in Tune!

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

That's why sausage manufacturers on the Stangebandwagon lead the industry in profits!

Ask for samples!

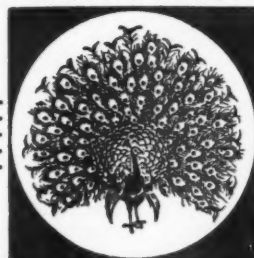
#### LIST OF PRODUCTS

Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt
Peacock Brand Certified Casing Colors	Baysteer
	Sani Close
	Meat Branding Inks—Violet and Brown

## WM. J. STANGE CO.

2536-40 W. MONROE ST., CHICAGO

Western Branch, 923 E. 3rd St., Los Angeles



## PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended June 6, 1936:

### PORK.

	Week ended June 6, 1936.	Week ended June 8, 1935.	Nov. 1, 1935 to June 6, 1936.
	bbls.	bbls.	bbls.
Total	1,122	110	
United Kingdom	852	110	
Continents	160		
West Indies			

### BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	808	2,083	60,314
United Kingdom	808	2,016	60,037
Continents	67	85	
West Indies			177
Other countries			5

### LARD.

	M lbs.	M lbs.	M lbs.
Total	3,855	1,637	60,576
United Kingdom	3,425	1,478	53,716
Continents	118	43	4,780
West Indies	55	580	
Other countries	258	110	1,498

### TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	814	1,098	
Boston	8		
Norfolk	63		
New Orleans	312		
Montreal	486	2,382	
Total week	808	3,855	
Previous week	50	716	2,531
2 weeks ago	21	575	2,045
Cor. week 1935	2,083	1,637	

### SUMMARY NOV. 1, 1935, TO JUNE 6, 1936.

	1935 to 1934 to 1936.	1935 to 1934 to 1936.	De-crease.
Pork, M lbs.	224	290	66
Bacon and Hams, M lbs.	60,314	84,228	23,914
Lard, M lbs.	60,576	81,648	21,072

## MEAT IMPORTS AT NEW YORK

For week ended June 5, 1936:

Point of origin.	Commodity.	Amount, Lbs.
Argentina—Cooked ham	659	
Brazil—Jerked beef	90,000	
—Canned corned beef	556,218	
Canada—S. P. hams	15,300	
—Smoked bacon	8,117	
—Frozen beef livers	514	
—Fresh chilled beef	22,808	
—Fresh chilled pork	32,745	
—Smoked pork butts	155	
—Fresh chilled veal	5,345	
England—Smoked bacon	7,510	
Estonia—Cooked ham	10,991	
Finland—Cooked ham	970	
—Smoked bacon	55	
—Cooked sausage	5,757	
Germany—Smoked sausage	2,655	
—Smoked hams	3,200	
—Smoked pork loins	145	
Hungary—Cooked ham	21,788	
—Sausage	2,315	
Italy—Sausage	1,367	
—Salami	3,904	
—Smoked ham	1,670	
Lithuania—Fresh frozen bellies	38,060	
—Fresh frozen hams	24,000	
—Cooked hams	8,184	
—Smoked bacon	97	
Poland—Cooked ham	409,321	
—Cooked bacon	7,700	
—Smoked sausage	1,433	
—Smoked rolled hams	831	
—D. C. bellies	2,574	
—Smoked bacon	21,100	
—Smoked pork butts	1,638	
—Luncheon meat	9,320	
—Cooked sausage	203	
Sweden—Smoked sausage	441	
Uruguay—Canned corned beef	253,026	

## BRITISH LARD MARKET

British provision trade reports that with lower prices lard can again be re-tailed in competition with other shortenings. Improved demand is looked for if prices continue to ease.

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

SATURDAY, JUNE 6, 1936.

	Open.	High.	Low.	Close.
LARD—				
July	10.07½	10.10	10.07½	10.10ax
Sept.	10.12½	10.12½	10.10	10.12½
Oct.	10.02½	10.05	10.02½	10.05ax
Dec.	9.50@9.42½	9.50	9.42½	9.45ax
Jan.				9.45ax
CLEAR BELLIES—				
July				12.75b

MONDAY, JUNE 8, 1936.

LARD—				
July	10.10	10.12	10.10	10.10b
Sept.	10.12½	10.12	10.10	10.12b
Oct.	10.00	10.02½	10.00	10.02½b
Dec.	9.40	9.55	9.40	9.55b
Jan.				9.45b
CLEAR BELLIES—				
July				12.80b

TUESDAY, JUNE 9, 1936.

LARD—				
July	10.12½	10.12½	10.07½	10.10
Sept.	10.22½-25	10.25	10.12½	10.15ax
Oct.				10.02½b
Dec.	9.60	9.60	9.52½	9.52½
Jan.				9.45b
CLEAR BELLIES—				
July				12.80n

WEDNESDAY, JUNE 10, 1936.

LARD—				
July	10.12½	10.12½	10.12½	10.12½b
Sept.	10.15	10.17½	10.15	10.17½ax
Oct.	10.05	10.05	10.05	10.05
Dec.	9.57½	9.57½	9.52½	9.52½
Jan.				9.50ax
CLEAR BELLIES—				
July				12.92½b

THURSDAY, JUNE 11, 1936.

LARD—				
July	10.17½	10.17½	10.12½	10.15b
Sept.	10.22½	10.25	10.20	10.25ax
Oct.	10.10	10.17½	10.10	10.17½
Dec.	9.55	9.57½	9.50	9.57½b
Jan.				9.50b
CLEAR BELLIES—				
July				12.95b

FRIDAY, JUNE 12, 1936.

LARD—				
July	10.20-22½	10.22½	10.15	10.15
Sept.	10.27½	10.27½	10.20	10.20
Oct.	10.20	10.20	10.17½	10.20ax
Dec.	9.65	9.65	9.57½	9.57½ax
Jan.				9.50b
CLEAR BELLIES—				
July				12.95n

Key: ax, asked; b, bid; n, nominal; —, split.

## LARD EXPORTS

Exports of lard, neutral lard and other cooking fats, April, 1936:

	Lard, lbs.	Other cook-ing fats, lbs.	Neutral lard, lbs.
Belgium	121,164		26,677
Germany	1,320,000	1,622	
Irish Free State			4,105
United Kingdom	5,487,371	4,871	
Canada	200,098	111	
Panama	136,004	18,515	
Mexico	91,045	19,063	
Cuba	1,982,973	9,622	
Dominican Rep.	48,800		
Neth. W. Indies	7,010	4,381	
Haiti, Rep. of	63,513	43	
Sweden			15,110
Venezuela	3,850	4,046	
Un. of So. Africa	11,340	324	
Others	15,865	40,228	
Total	9,489,028	102,826	45,892
Value	\$1,250,871	\$13,540	\$5,042

In addition there were shipped to insular possessions during the month 2,670,584 lbs. lard, 574,965 lbs. of other cooking fats and no neutral lard.

## CASH PRICES

Based on actual carlot trading Thursday, June 11, 1936.

REGULAR HAMS.		
Green.		*S.P.
8-10	20½	21
10-12	20½	20½
12-14	20½	20½
14-16	20½	20½
10-16 range	20½	20½

BOILING HAMS.		
Green.		*S.P.
16-18	20	19½
18-20	20	19½
20-22	20	19½
16-22 range	20	19½

SKINNED HAMS.		
Green.		*S.P.
10-12	22	21½
12-14	22	21½
14-16	22	21½
16-18	21½	21½
18-20	20½	20½
20-22	19½	19½
22-24	18½	18½
24-26	17	17½
26-30	16½	16½
30-35	15½	16

PICNICS.		
Green.		*S.P.
4-6	15	14½
6-8	15	13½
8-10	15	13
10-12	12½	13
12-14	12½	13
Short Shank ¼c over.		

BELLIES.		
(Square cut seedless)		
(S. P. ¼c under D. C.)		
Green.		*D.C.
6-8	19½	20½
8-10	19½	20½
10-12	18½	19½
12-14	17½	18½
14-16	16½	17½
16-18	15½	16

\*Quotations represent No. 1 new cure.

D. S. BELLIES.		
Clear.		Rib.
14-16	13½	13½
16-18	13½	13½
18-20	13	13
20-25	13	12½
25-30	12½	12½
30-35	12½	12½
35-40	12	12½
40-50	12	12½
50-60	11½	11½
D. S. FAT BACKS.		
6-8	9	9½
8-10	9	9½
10-12	9	9½
12-14	9	9½
14-16	9	9½
16-18	9	9½
18-20	9	9½
20-25	10	10

OTHER D. S. MEATS.		
Extra Short Clears	35-45	12n
Extra Short Ribs	35-45	12n
Regular Plates	6-8	10½
Clear Plates	4-6	8½
Jowl Butts		10½
Green Square Jowls		12
Green Rough Jowls		10½

LARD.		
Prime Steam, cash	10.15b	
Prime Steam, loose	9.55n	
Refined, boxed, N. Y.—Export	unquoted	
Neutral, in tierces	11.62½n	
Raw Leaf	9.37½n	

## LARD AND GREASE EXPORTS

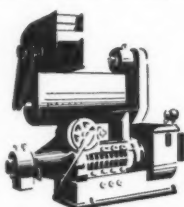
Exports of lard from New York City, June 1, 1936, to June 10, 1936, totaled 1,274,436 lbs.; greases, 383,200 lbs.; stearine, 41,200 lbs.

Exports of lard through Detroit gateway to Great Britain in week of May 29 to June 4, totaled 288,251 lbs.



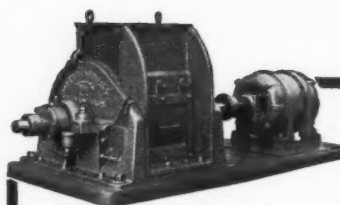
## '\$3,000 TO \$9,000 PER YEAR ON MEAT SCRAP

If your plant has a meat scrap tonnage of 3,000 tons, you can save \$3,000 to \$9,000 per year. One dollar saved per ton on all poultry food cracklings. This tremendous saving is possible with the new Anderson Special R. B. Crackling Expeller. We have complete figures and facts to prove that any plant making meat scrap can make this tremendous saving. Write and let us send you facts and figures.



**THE V. D. ANDERSON COMPANY**  
1946 West 96th Street • Cleveland, Ohio

**ANDERSON SPECIAL R. B. EXPELLER**



**Reduces cooking  
time 1/3 to 1/2!**

## SAVES STEAM, POWER, LABOR

**CUTS RENDERING COSTS.**—Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Low operating cost. Big Savings! Increases melter capacity.

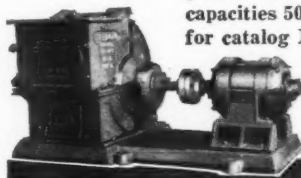
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MACHINE WORKS  
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AURORA, INDIANA U.S.A.

## EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, June 10, 1936.

Some cars of ground tankage, fertilizer grade, were sold at \$2.45 and 10c, f.o.b. New York, with some sellers quoting a higher price for ground tankage suitable for feeding. Unground tankage is held at \$2.45 and 10c, but buyers' views are under this price.

Quite a quantity of dried blood was sold at \$2.50 per unit, f.o.b. New York, and stocks are now quite light.

Trading is very light this week as far as the fertilizer trade is concerned, because many of the regular buyers are attending the annual convention of the National Fertilizer Association at White Sulphur Springs, West Virginia, during this period.

## FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Welding & A. Bloch, 12 Rue Larmartine, Paris.)

Paris, May 31, 1936.

**LARD**—Dullness continued this month. Pure refined lard, choicest qualities, could be bought for export at about 270 francs per 100 kilos, f.o.b. French port, in boxes of 25 kilos net. This would mean parity of about 290 francs per 100 kilos, or about 9 American cents per pound, c.i.f., New York or Baltimore.

**TALLOW**—Market very weak. Paris official quotation for acid melted tallow went down from 170 francs per 100 kilos at end of April to 165 at close of May. Fine toilet soapmaking tallow quoted at 170 francs per 100 kilos and edible grades at 180 naked.

**VEGETABLE OIL**—Soapmaking grade groundnut, 285 francs per 100 kilos, edible grades 315 to 350 naked. Copra oil 192 francs per 100 kilos.

## OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, April, 1936:

	Oleo oil. lbs.	Oleo stock. lbs.	Oleo stearine. lbs.
Belgium .....	64,163	20,359	54
Denmark .....	30,548	12,600	3,215
Germany .....	44,521	181,833	112,425
Greece .....	23,856	47,955	26,940
Irish Free State .....	133,081	12,815	2,462
Netherlands .....	505,879	180,793	85,280
Sweden .....	\$55,855	\$18,564	\$6,835
Switzerland .....			
Un. Kingdom .....			
Hong Kong .....			
Others .....			
Total .....			
Value .....			

## SCORCHED LARD?

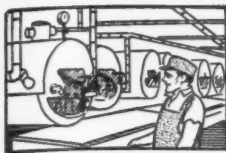
Do you occasionally have batches of scorched lard? "PORK PACKING," The National Provisioner's latest book, explains just what temperatures should be used for best results. It will make your rendering foreman more efficient.

## TALLOW FUTURE TRADING

Tallow transactions at New York:

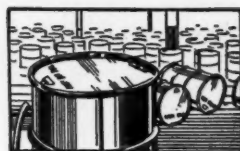
SATURDAY, JUNE 6, 1936.				
	High.	Low.	Close.	
July .....	4.95	4.95	4.85@5.05	
Oct. ....	5.30	5.20	5.15@5.25	
MONDAY, JUNE 8, 1936.				
June .....			5.00n	
July .....	5.15	5.15	5.11@5.20	
Aug. ....			5.20b	
Sept. ....			5.35@5.40	
Oct. ....			5.35@5.45	
Nov. ....			5.40b	
TUESDAY, JUNE 9, 1936.				
June .....			5.00b	
July .....			5.07b	
Aug. ....			5.15n	
Sept. ....			5.25@5.35	
Oct. ....			5.25b	
Nov. ....			5.30nx	
WEDNESDAY, JUNE 10, 1936.				
June .....			5.00b	
July .....			5.05@5.20	
Aug. ....			5.00n	
Sept. ....	5.26	5.26	5.26	
Oct. ....			5.20@5.40	
Nov. ....			5.30n	
THURSDAY, JUNE 11, 1936.				
June .....			4.95b	
July .....			5.00@5.15	
Aug. ....			5.05n	
Sept. ....	5.27	5.26	5.20@5.26	
Oct. ....			5.25@5.45	
Nov. ....			5.30n	
FRIDAY, JUNE 12, 1936.				
July .....			4.95@5.15	
Sept. ....			5.15@5.25	
Sales two lots.				

Watch the "Wanted" page for positions offered or good men available.



# Tallows and Greases

## Weekly Market Review



**TALLOW**—A strong situation ruled the tallow market in the East the past week, with last business in extra at New York in round lots at 5c delivered, an advance of  $\frac{1}{4}$ c on the week, although reports indicated that smaller buyers had been forced to pay as high as  $\frac{5}{4}$ c delivered. The market responded to the proposed 3c per pound tax on imported tallow, and the outlook for passage of the latter in the tax bill.

Demand broadened somewhat during the week, but it was difficult to translate the business into figures. It was estimated that 15 to 20 tanks changed hands. The tax outlook materially strengthened the statistical position of tallow in this country and unless the market advanced to a point that would discount the proposed taxes increased domestic production is looked upon as vitally necessary to satisfy home needs.

At New York edible was quoted at 6 $\frac{1}{2}$ c f.o.b., extra  $\frac{5}{4}$ c delivered asked and higher, and special 4 $\frac{1}{4}$ c@4 $\frac{1}{4}$ c nom.

At Chicago, the tallow market was very firm as a result of improvement in demand, light offerings, and feeling the influence of takings the previous week. Edible was quoted at 6c, fancy  $\frac{5}{4}$ c, prime packers  $\frac{5}{4}$ c, special 4 $\frac{1}{4}$ c@4 $\frac{1}{4}$ c, and No. 1 at 4 $\frac{1}{4}$ c@4 $\frac{1}{4}$ c.

On the New York Produce Exchange tallow futures advanced 23 to 30 points during the week, with a turnover estimated around 10 tanks.

There was no London tallow auction this week. At Liverpool market was weaker, apparently feeling increased offerings, as Argentine beef tallow at Liverpool, June-July shipment, was off 1s compared with a week ago at 25s, while Australian good mixed was off 6d at 21s 3d.

**STEARINE**—Market steady at New York, oleo easing to 6 $\frac{1}{4}$ c during the week but recovering to the 7c level, sales plant, or net unchanged. At Chicago, the market was off  $\frac{1}{4}$ c on the week, with oleo quoted at 7c.

**OLEO OIL**—Market was routine at New York but barely steady, with extra quoted at 7 $\frac{1}{4}$ c@8 $\frac{1}{4}$ c, prime 7 $\frac{1}{4}$ c@7 $\frac{1}{4}$ c and lower grades 6 $\frac{1}{4}$ c@7 $\frac{1}{4}$ c. At Chicago, demand was routine and market unchanged at 8 $\frac{1}{4}$ c for extra.

(See page 42 for later markets.)

**LARD OIL**—Interest was routine and market unchanged at New York with No. 1 quoted at 7 $\frac{1}{2}$ c, No. 2 at 7 $\frac{1}{4}$ c, extra 9 $\frac{1}{2}$ c, extra No. 1 at 7 $\frac{1}{4}$ c, prime 12 $\frac{1}{4}$ c, inedible 10 $\frac{1}{4}$ c and winter strained 9 $\frac{1}{4}$ c, in barrels.

**NEATFOOT OIL**—Demand was quiet but market steady at New York

with cold test quoted at 16c, extra 8c, No. 1 at 7 $\frac{1}{4}$ c, pure 11 $\frac{1}{2}$ c and special 9 $\frac{1}{4}$ c, all in barrels.

**GREASES**—A slightly higher range featured the market for greases at New York, influenced by a little more consumer interest in the market and by the sharp advance in tallow. The favorable outlook for passage of the tax bill on imported oils and fats was a help. Producers' ideas on yellow and house were around 4 $\frac{1}{2}$ c, but best bids were 4c to slightly above that level. There was less pressure of offerings with producers feeling that soapers would be forced into the market.

At Chicago, offerings of greases were not large and the market displayed a firmer trend with a fairly good demand especially for choice white. Choice white grease, all hog, was quoted at 6c, A white  $\frac{5}{4}$ c, B white 4 $\frac{1}{4}$ c@4 $\frac{1}{4}$ c, yellow 4 $\frac{1}{4}$ c@4 $\frac{1}{4}$ c and brown 4c.

### FERTILIZER MATERIALS

#### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: June, 1936 .....	\$ 25.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York .....	nominal
Blood, dried, 16%, per unit .....	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory ..	2.50 & 10c
Fish meal, foreign, 11 $\frac{1}{2}$ % ammonia, 10% B. P. L., c.i.f. ....	@36.00
Fish scrap, acidulated, 8% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk, June in 200-lb. bags .....	@24.50
in 100-lb. bags .....	@25.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk .....	2.50 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk .....	2.45 & 10c

Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. ....	@22.00
Bone meal, raw, 4 $\frac{1}{2}$ and 50 bags, per ton, c.i.f. ....	@26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat .....	@ 8.00

Dry Rendered Tankage.	
50% unground .....	@ 60c
60% ground .....	@ .65c

### ANIMAL FATS EXPORTS

Exports of animal fats and oils, April, 1936:

	Quantity.	Value.
	lbs.	
Oleo oil .....	505,879	\$55,855
Oleo stock .....	180,793	18,564
Oleo stearine .....	85,280	6,835
Other greases .....	1,132,571	73,392
Tallow, inedible .....	143,415	10,326
Oleomargarine .....	1,643	1,042
Neutral lard .....	45,892	5,642
Cooking fats, not lard .....	102,831	13,540
Lard .....	9,489,028	1,250,871
Tallow, edible .....	189,450	15,597
Grease stearine .....	155,974	7,850
Neatfoot oil .....	53,613	6,868
Gelatine .....	8,251	4,033
Oleic acid .....	49,326	4,033
Stearic acid .....	40,461	4,041

### BY-PRODUCTS MARKETS

Chicago, June 11, 1936.

#### Blood.

Blood market is easy with prices nominal.

	Unit
	Ammonia.
Unground .....	\$2.60@2.70m

#### Digester Feed Tankage Materials.

Interest limited in feeding tankage. Offerings priced slightly higher than quoted prices.

Unground, 10 to 12% ammonia .....	\$2.90@2.70 & 10c
Unground, 8 to 10% .....	2.55@3.15 & 10c
Liquid stick .....	2.10

#### Packinghouse Feeds.

Market unchanged and quiet.

	Carlots, Per ton.
Digester tankage meat meal, 60% .....	@40.00
Meat and bone scraps, 50% .....	@45.00
Steam bone meal, 65%, special feeding, per ton .....	@27.50
Raw bone meal for feeding .....	@32.50

#### Dry Rendered Tankage.

Bulk of interest is in lower testing materials. South American high test is nominally 60c c.i.f. U. S. ports.

Hard pressed and exp. unground per unit protein .....	57 $\frac{1}{2}$ @62 $\frac{1}{2}$
Soft prod. pork, ac. grease & quality, ton .....	@40.00
Soft prod. beef, ac. grease & quality, ton .....	@30.00

#### Fertilizer Materials.

Bone tankage quoted f.o.b. River, ground or unground, in bulk. Market quiet, quotations nominal.

High grd. tankage, ground, 10@12% am. ....	@ 2.40 & 10c
Bone tankage, ungrd., low gd., per ton .....	14.50@15.00
Hoof meal .....	2.40

#### Gelatine and Glue Stocks.

Gelatine and gluestock steady.

Calf trimmings .....	@26.00
Sinews, pizzies .....	@18.00
Cattle jaws, skulls and knuckles ..	24.50@25.00
Hide trimmings .....	@14.00
Pig skin scraps and trim, per lb. ....	5 $\frac{1}{4}$ @5 $\frac{1}{4}$ c

#### Animal H. i.

Hog hair market easy with contracts open for April to October hair.

Coil and field dried hog hair .....	1 $\frac{1}{4}$ @3c
Winter coil, dried .....	3 $\frac{1}{4}$ @3 $\frac{1}{4}$ c
Processed, black winter, per lb. ....	5 @8c
Processed, summer .....	@4c
Cattle Switches, each* .....	1 $\frac{1}{2}$ @1 $\frac{1}{2}$ c

\*According to count.

#### Horns, Bones and Hoofs.

Cattle hoofs quoted c.a.f. Chicago; junk bones delivered basis.

	Per ton.
Horns, according to grade .....	\$45.00@75.00
Cattle hoofs .....	25.00@27.50
Junk bones .....	16.00@17.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Bone Meals (Fertilizer Grades).

Fertilizer steam bone 3 & 50, \$17.50 @18.50, f.o.b. River.

Steam, ground, 3 & 50 .....	\$18.00@19.00
Steam, unground, 3 & 50 .....	16.00@17.00

## MORE TABLE FATS NEEDED

More than 7 billion pounds of fats and oils are needed annually to supply the fat requirements of the people of the United States, according to estimates of the U. S. Department of Agriculture. This is a requirement of 52 lbs. per capita, of which 36 lbs. are in the form of table fats.

Citing these facts, Charles H. Janssen, secretary-manager of the National Association of Margarine Manufacturers, speaking before the annual convention of the New Jersey Retail Grocers Association, said that the United States actually produces only a little over half the required total of table fats. "In 1935 our entire national production of butter was 2,149,052,000 lbs. During that year we imported 22,675,000 lbs. of butter and there was produced 353,821,000 lbs. of margarine, making a total of approximately 2,524,000,000 lbs. of table fats." This falls short of meeting the required national standard for adequate diet by nearly 2,500,000,000 lbs., Mr. Janssen said.

Pointing to this shortage, to the fact that 30 out of 48 states do not, and some cannot, produce enough table spread for their own needs and thus must import from other states or other countries, or people must live below the normal standard, he said: "Yet in the face of these facts, there has been for years a persistent and pernicious attempt to make it impossible for the retail grocer to handle a wholesome, nutritious, palatable table fat in the shape of oleomargarine; and to deny to consumers access to a product commended by the highest authorities on nutrition, which would help to supply this deficiency."

The reason for this is that margarine sells for less and is, therefore, mistakenly charged with being a dangerous competitive product. "The fact of the matter is that it is not a competitive product in the sense that it might supplant butter. There is a need for a low priced table fat." Mr. Janssen then called attention to figures of the Brookings Institution that 21 per cent of all the families in the United States receive incomes of less than \$1,000 per year, and that 42 per cent of all American families live on annual incomes of less than \$1,500 per year.

"A retail food and grocery dealer ought to be permitted to sell these people any food product which measures up to the requirements laid down by our food and drug laws. The retail grocer not only has a right to revolt against being subjected to unfair and irksome regulations on account of his own interests, but he is in duty bound to revolt against them for the sake of the public he serves. He faces that situation when our legislators lay a tax upon one product in order to benefit another or upon him for no other purpose than to hinder or prohibit food product sales.

"Retail grocers must oppose the imposition of a direct tax on any legitimate food product—whatever it may be

—which prevents him from satisfying his consumer's needs. When he becomes an advocate and a champion of removing such restrictions and regulatory requirements as now pertain to oleomargarine, he is discharging his rightful responsibility and performing a public service."

## FOREIGN FAT COMPETITION

Opposition to unnecessary importation of foreign fats and oils was expressed in a resolution passed by the National Cottonseed Products Association at its recent convention at New Orleans, La. The United States imported 2,618,386,000 lbs. of fats and oils in 1935, as W. L. Weber, Taft, Tex., pointed out in introducing the resolution, and the use of these products cut the demand for cottonseed and other domestic oils and lowered their value.

The association recommended that "ample protection be given American producers of these commodities; that members of this association pledge themselves and urge their friends and neighbors to consume only shortening and other edible products that are manufactured from domestically produced fats and oils and that all edible fats and oils products be correctly labeled in order that the consumer may know what kind of fats he is eating, and if necessary this association endorse and support legislation to this end."

A paper on "A National Policy for Oils and Fats," was read by W. H. Jasspon, Memphis, Tenn. Pointing out the liberality of existing foreign trade pacts, he stated: "While we urge reciprocity, other nations are building higher tariff walls in self defense. It takes two to make a reciprocal bargain. The fact that imports totaling the huge volume of over 2,000,000,000 lbs. came in over existing tariffs and excises is adequate proof per se that present rates are too low and too restricted. We did not need all these goods.

"Because they were cheaper they went into shortening, margarine, and salad oils in substitution for, and partly at the expense of, domestic fats; and not because the deficiency in the supply of domestic fats actually existed to the full extent of imports."

## VEGETABLE OIL EXPORTS

Exports of vegetable oils and oil bearing seeds, April, 1936:

EXPORTS.		
	Quantity. lbs.	Value.
Cottonseed oil, refined.....	156,540	\$18,478
Cottonseed oil, crude.....	5,657	610
Corn oil.....	276,969	20,180
Cocconut oil, inedible.....	1,450,026	62,853
Vegetable soap stock.....	773,328	46,074
Soybean oil.....	339,364	22,682
Other expressed oils and fats, inedible.....	340,277	22,306

Watch "Wanted" page for bargains in equipment.

## MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during April, 1936:

Ingredients of Uncolored Margarine:		
	Apr., 1936. lbs.	Apr., 1935. lbs.
Babassu oil.....	2,859,125	.....
Butter.....	.....	390
Cocconut oil.....	12,168,147	15,864,616
Corn oil.....	291,079	.....
Cottonseed oil.....	8,509,822	10,962,000
Derivative of glycerine.....	91,229	174,300
Lecithin.....	1,617	8,493
Milk.....	6,443,712	8,584,140
Neutral lard.....	178,466	321,807
Oleo oil.....	1,253,798	1,083,740
Oleo stearine.....	291,782	160,296
Oleo stock.....	133,297	217,945
Palm Oil.....	63,483	.....
Palm kernel oil.....	71,374	.....
Peanut oil.....	221,288	406,171
Rape seed oil.....	8,786	.....
Salt.....	1,701,939	2,161,022
Sesame oil.....	4,880	6,410
Soda (benzoate of).....	14,711	19,041
Soya bean oil.....	376,851	156,979
Vegetable oil.....	.....	408
Total.....	34,685,316	40,701,147
Ingredients of Colored Margarine:		
Babassu oil.....	4,925	.....
Cocconut oil.....	165,646	80,536
Color.....	312	237
Corn oil.....	11	.....
Cottonseed oil.....	37,072	42,824
Derivative of glycerine.....	642	413
Lecithin.....	.....	7
Milk.....	85,011	60,871
Neutral lard.....	5,041	12,717
Oleo oil.....	49,660	59,061
Oleo stearine.....	2,982	1,530
Oleo stock.....	2,982	3,660
Peanut oil.....	1,251	587
Salt.....	21,763	21,969
Soda (benzoate of).....	43	58
Soya bean oil.....	1,225	84
Sunflower seed oil.....	.....	4,796
Total.....	375,584	289,095
Total ingredients for colored and uncolored.....	35,060,900	41,080,242

## APR. MARGARINE PRODUCTION

Margarine produced during April, 1936, with comparisons showing a decrease of 13.6 per cent from April, 1935, is reported as follows by margarine manufacturers:

	Apr., 1936. lbs.	Apr., 1935. lbs.
Production of uncolored mar- garine.....	31,975,375	37,177,814
Production of colored mar- garine.....	326,441	241,673
Total production.....	32,301,816	37,419,487
Uncolored margarine with- drawn tax paid.....	31,936,612	37,159,911
Colored margarine withdrawn tax paid.....	54,943	109,997

## VEGETABLE OIL IMPORTS

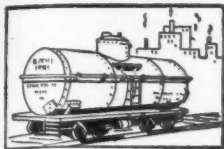
Foreign trade in vegetable oils and oil bearing seeds, April, 1936:

IMPORTS.		
	Quantity. lbs.	Value.
Vegetable oils and seeds:		
Copra (free).....	33,941,277	\$722,947
Sesame seed.....	8,708,042	226,455
Peanut oil.....	13,343,294	731,180
Sunflowerseed oil.....	1,073,497	74,466
Inedible vegetable oils:		
Cottonseed oil.....	12,317,810	717,517
Cocconut oil.....	40,339,605	1,521,748
Palm oil.....	31,510,701	1,089,046
Soybean oil.....	657,298	32,350
Palm kernel oil.....	56,196	3,178

## HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, June 10, 1936.—Refined cottonseed oil, 26s 6d; Egyptian crude cottonseed oil, 25s.



# Vegetable Oils

## Weekly Market Review



**Trade Satisfactory—Market Very Steady—Cash Trade Routine—Eastern Belt Drought Broken—Lard Steadier—Tax Developments Awaited.**

GOOD daily turnover featured the cotton oil futures market the past week and prices held surprisingly steady, in view of a breaking of the Eastern belt drought. Prices were slightly better but trade interests buying the nearbys and selling the later months presumably transferring hedges. A little fresh hedging was reported in distant positions.

Professionals continue more or less bearish, finding little encouragement in cash oil demand or in the shortening trade, from which reports of a slow business emanated. However, as far as shortening was concerned, it appeared that the extensive advertising campaign of a newcomer in the field, in which one pound of shortening was being distributed free to housewives, slowed up demand in some sections for branded compounds.

Estimates on May cotton oil consumption range from 175,000 to 216,000 bbls. compared with about 204,000 bbls. in April and 220,000 bbls. in May last year.

### Price Influences in Oil Market

Relative cheapness of lard continued to be harped upon in bearish quarters, but there was little evidence that this would materially hurt distribution of shortening, except possibly in the bulk trade.

New crop outlook in the eastern territory is placed in more favorable light as a result of rain but there are still many trying periods through which it must pass before it is finally gathered. Consequently climatic conditions will continue to receive the closest attention from this time forward. With average conditions, prospects are for as good if not a larger cotton and cotton oil crop than last year.

There appeared good prospect that the proposed increased import duties on foreign oils and fats would be adopted in the tax bill, but the trade was inclined to await the final outcome. There was some feeling that cottonoil distribution would benefit but little from this tax increase but there was the certainty that other oils and fats would benefit in both distribution and price. This influence on cotton oil was bound to be beneficial.

**COCOANUT OIL**—A slightly steadier trend was reported in this quarter

at New York but demand was moderate, pending tax bill developments. Prices were quoted at 4@4½c.

**CORN OIL**—Offerings were rather limited but the market was ¼c better on the week, and at New York was 8c bid.

**SOYA BEAN OIL**—Market advanced moderately with sales at 6c New York and bids at that level, but offerings were reported light.

**PALM OIL**—Consumer interest has been rather limited, especially from the soap trade, and prices were easier at New York with spot Nigre quoted at 4c, shipment Nigre 3.60c, 12½% per cent acid 3½c and Sumatra oil for shipment 3¼c.

**PALM KERNEL OIL**—Market was quiet and easier at New York with July shipment quoted at 4.10c.

**OLIVE OIL FOOTS**—Routine conditions prevailed at New York, following the elimination of olive oil foots from the tax bill. Prices lost about 1c on the week with sellers at New York quoting 8@8¼c.

**PEANUT OIL**—Market was steady at New York but without particular feature, although prices were higher on the week and oil was quoted at 8½@8¾c.

**COTTONSEED OIL**—Southeast and Valley quoted at 7.87½c bid; Texas

7.75c bid at common points, Dallas 7.87½c nominal.

Market transactions at New York:

Friday, June 5, 1936.

Sales.	Range		Closing	
	High.	Low.	Bid.	Asked.
Spot				a ....
June			900	a nom
July	4	915 914	900	a 902
Aug.			902	a bid
Sept.	48	913 897	897	a 899
Oct.	36	910 894	894	a trad
Nov.			880	a nom
Dec.	13	892 884	880	a 884
Jan.			880	a 886

Saturday, June 6, 1936.

Spot				a ....
June			900	a nom
July	32	905 898	899	a 900
Aug.			900	a nom
Sept.	25	904 898	898	a 900
Oct.	10	899 892	893	a 895
Nov.			880	a nom
Dec.	2	885 884	878	a 880
Jan.			878	a 888

Monday, June 8, 1936.

Spot				a ....
June			890	a 910
July	5	897 890	898	a 899
Aug.			890	a nom
Sept.	23	897 888	896	a 897
Oct.	16	893 885	890	a trad
Nov.			880	a nom
Dec.	16	875 868	872	a 875
Jan.			870	a 880

Tuesday, June 9, 1936.

Spot				a ....
June			890	a 920
July	32	902 900	902	a trad
Aug.			900	a nom
Sept.	27	900 898	900	a trad
Oct.			893	a 895
Nov.			885	a nom
Dec.	8	875 872	875	a 876
Jan.			873	a 882

Wednesday, June 10, 1936.

Spot				a ....
June			895	a 914
July	5	904 903	904	a 906
Aug.			900	a nom
Sept.	5	902 901	901	a 902
Oct.	5	897 895	895	a 897
Nov.			885	a nom
Dec.	7	879 876	876	a 879
Jan.			876	a 882

Thursday, June 11, 1936.

July	912	910	912	a 914
Sept.	910	905	908	a 910
Oct.	901	899	899	a trad
Dec.	880	878	880	a trad
Jan.	885	885	880	a 886

(See page 42 for later markets.)

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., June 11, 1936.—Cotton oil markets again firmer and more active, aided by decidedly better lard and cotton markets. Crude nominal, 8c per lb., f.o.b. Valley. Mill offerings very light. Bleachable demand increasing, with holders expecting early advance. Soapstocks and black grease definitely firmer with stocks much below average.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 11, 1936.—Crude cottonseed oil, 7¼c lb. Valley; cottonseed meal, \$21.25 f.o.b. Memphis. June shipment.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., June 11, 1936.—Forty-three per cent cottonseed cake and meal, basis, Little Rock, for interstate shipment, \$24.00. Prime cottonseed oil, 7¼@7½c.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were barely steady during latter part of week with scattered profit taking, weaker tone in oil and mixed Washington reports regarding prospects of tax on imported oils and fats, but steadied as hogs checked declines. Top hogs, Chicago, \$10.25.

### Cottonseed Oil

Cotton oil reacted on profit taking and general selling on poor May consumption of around 170,000 barrels against 220,000 last year. Consumption for 10 months was 2,514,000 barrels against 2,800,000 barrels same time last season. Visible supply 1,330,000 barrels against 1,580,000 a year ago. About 100 tanks of Southeast crude sold at 8c on Thursday.

Quotations on bleachable cottonseed oil at close of market on Friday were: July, \$9.03@9.06; Sept., \$8.98@9.00; Oct., \$8.90; Dec., \$8.73; Jan., \$8.74@8.78. Tone steady; sales 92 lots.

### Tallow

Tallow, extra, 4½c lb., f.o.b.

### Stearine

Stearine, 7c.

### Friday's Lard Markets

New York, June 12, 1936.—Prices are for export. Lard, prime western, \$10.20@10.30; middle western, \$10.10@10.20; city, 9½c; refined Continent, 10½c; South American, 10½c; Brazil kegs, 10½c; compound, 10½c in carlots.

## APRIL MEAT EXPORTS

Meat exports during April, 1936, are reported as follows:

	Quantity. lbs.	Value.
Pork, fresh or frozen:		
Carcasses .....	2,658	\$442
Loins and other cuts.....	163,745	28,031
Hams and shoulders, cured..	3,111,298	632,200
Bacon .....	255,778	45,315
Cumberland and Wiltshires..	29,077	4,756
Other cured pork.....	489,953	55,952
Sausage, not canned.....	86,961	18,446
Beef and veal:		
Fresh or frozen .....	364,137	63,090
Pickled or cured.....	568,000	50,642
Mutton and lambs.....	28,567	4,939
Sausage ingredients, cured..	110,377	11,232
Fresh, frozen or cured:		
Kidneys .....	560,947	78,377
Livers .....	177,065	23,644
Tongues .....	482,989	83,378
Poultry and game, fresh....	136,338	35,996
Total .....	6,573,790	\$1,138,440

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended June 12, totaled 440,936 lbs. of lard, 170,500 lbs. of bacon and 2,000 lbs. tallow.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, June 12, 1936.—General provision market steady but firm; fair demand for hams; continued slow demand for lard.

Friday's prices were: Hams, American cut, 97s; hams, long cut, 92s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 82s; Canadian Cumberlands, 74s; spot lard, 52s.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to June 12, 1936, show exports from that country were as follows: To the United Kingdom, 73,021 quarters; to the Continent, 1,636. Exports for same period last week were: To England, 137,012 quarters; Continent, 22,936.

## MEAT AND LARD STOCKS

Stocks of meat and lard on hand in the United States as a whole on June 1, 1936, showed less increase than had been commonly anticipated from the increase shown by the amounts on hand at the seven principal markets. Dry salt meat stocks declined during the month as did pickled stocks and both are well below the 5-year-average. Slightly more pork went into the freezer and into cure during the month than in May, 1935. However, this increase was very small in view of the fact that approximately 500,000 more hogs were slaughtered in May this year than last.

Stocks as reported by the U. S. Bureau of Agricultural Economics as of June 1, with comparisons, follow:

	June 1, '36, lbs.	May 1, '36, lbs.	5-year av., June 1-lbs.
Beef, frozen ...	35,383,000	47,924,000	28,255,000
In cure .....	11,000,000	11,568,000	9,608,000
Cured .....	4,764,000	5,519,000	6,480,000
Pork, frozen ...	96,671,000	102,031,000	191,849,000
D. S. in cure ..	44,589,000	44,076,000	53,119,000
D. S. cured ..	44,578,000	46,091,000	56,254,000
S. P. in cure...	168,717,000	168,112,000	221,567,000
S. P. cured ..	88,839,000	99,092,000	165,042,000
Lamb and mutton, frozen .....	1,282,000	1,785,000	1,883,000
Frozen & cured trim'g., etc....	56,768,000	60,609,000	59,957,000
Lard .....	98,917,000	83,615,000	122,917,000
Product placed in cure during:		May, 1936,	May, 1935.
Beef, frozen .....		9,502,000	14,671,000
Beef placed in cure.....		5,415,000	4,623,000
Pork, frozen .....		34,896,000	33,889,000
D. S. pork placed in cure..		32,268,000	31,795,000
S. P. pork placed in cure..		130,271,000	127,395,000
Lamb & mutton frozen....		451,000	649,000

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

If you want a position or a packing-house, look for it on the "Classified" pages at the back of every issue of THE NATIONAL PROVISIONER.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended June 12, 1936, with comparisons, are reported as follows:

	Week ended June 12.	Prev. week.	Cor. week, 1935.
Spr. nat. str. 12½@13n	12½@13n	12½@13n	12½@13n
Hvy. nat. str. 12½@13n	12½@13n	12½@13n	12½@13n
Hvy. Tex. str. 12½@13n	12½@13n	12½@13n	12½@13n
Hvy. butt brand'd	12½@13n	12½@13n	12½@13n
strs. ....	12½@13n	12½@13n	12½@13n
Hvy. Col. str. ....	12½@13n	12½@13n	12½@13n
Ex-light Tex. ....	12½@13n	12½@13n	12½@13n
Brnd'd cows. 11	11½@12	11½@12	11½@12
Hvy. nat. cows	11½@12	11½@12	11½@12
Lt. nat. cows. 11½	11½@12	11½@12	11½@12
Nat. bulls ..	8	8	8
Brnd'd bulls ..	8	8	8
Calfskins ... 10½@21½n	19	21	16
Kips, nat. ....	14½	14	13
Kips, ov-wt. ....	13½	13	12
Kips, brand'd ..	11½	11	9½@10n
Stunks, reg. ....	1.05	1.00	87½
Stunks, hrls. ....	40	40	35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. 10	11	10	11	9½@9½
Branded ... 9½@10½	9½@10½	9½@10½	8½@9	8½@9
Nat. bulls ..	8	8	8	8½@8½
Brnd'd bulls ..	7	7	7	7@7½
Calfskins ... 17	13	17	17½	14
Kips, nat. ....	12½@13n	60	12½	62
Stunks, reg. 80	90n	80	90n	60
Stunks, hrls. 20	25n	20	25n	25

### COUNTRY HIDES.

Hvy. steers ..	8n	8	8½n	6½@6½
Hvy. cows ..	8n	8	8½n	6½@6½
Butts .....	9	9	9½n	7@7½
Extremes ...	10½ax	10½	10½	7½@7½
Bulls .....	6½@9½	6½	9½	5@5½
Calfskins ... 12½@13	12	12½	10	10½@10½
Kips .....	10½@10½	10	10½	8@8½
Light calf .80	95n	80	95n	50@60n
Deacons ... 80	95n	80	95n	50@60n
Stunks, reg. 80	13n	60	13n	35@35n
Stunks, hrls. 10	15n	10	15n	10@15n
Horsehides .3.15@3.75	3.10@3.75	3.00@3.75	3.00@3.75	

### SHEEPSKINS.

Pkr. lambs ..	1.40@1.50n	1.50@1.60n	.....
Sml. pkr. ....	1.15	1.10@1.15	55@57½
Pkr. shearings ..	17½	15½@16	13½@14½
Dry pelts ... 17	17½	15½@16	13½@14½

## N. Y. HIDE FUTURE MARKETS

Saturday, June 6, 1936—Close: June 11.52b; Sept. 11.85@11.88; Dec. 12.15@12.18; Mar. 12.45@12.51; June 12.75@12.80; sales 5 lots. Closing 8@10 higher.

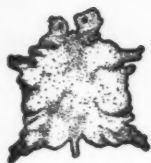
Monday, June 8, 1936—Close: June 11.50b; Sept. 11.83@11.85; Dec. 12.16 sale; Mar. 12.47@12.52; June (1937) 12.77n; sales 8 lots. Closing 2 lower to 2 higher.

Tuesday, June 9, 1936—Close: June 11.50@11.60; Sept. 11.82@11.85; Dec. 12.16 sale; Mar. 12.45@12.51; June (1937) 12.75n; sales 2 lots. Closing unchanged to 2 lower.

Wednesday, June 10, 1936. Close: June 11.52b; Sept. 11.84@11.85 sales; Dec. 12.15@12.18; Mar. 12.46@12.51; June (1937) 12.75b; sales 44 lots. Closing 1 lower to 3 higher.

Thursday, June 11, 1936—Close: June 11.58b; Sept. 11.86 sale; Dec. 12.18@12.20 sales; Mar. 12.50@12.55; June (1937) 12.80b; sales 14 lots. Closing 2@6 higher.

Friday, June 12, 1936—Close: June 11.54n; Sept. 11.84@11.88; Dec. 12.18 sale; Mar. 12.48n; June (1937) 12.78n; sales 4 lots. Closing unchanged to 4 lower.



# Hides and Skins

## Weekly Market Review

### Chicago

**PACKER HIDES**—Packers obtained one-quarter cent advance this week on branded steers running late May into early June take-off and also disposed of a fair quantity of the old late winter native steers at unchanged prices. Total movement for the week, so far, is 52,000 hides, including 12,500 winter native steers at the close of last week.

This movement, following the active trade last week, was sufficient to keep packers' holdings very moderate except for the old accumulation of winter native steers, and the greater part of these have now been disposed of, while May natives have been fairly well cleaned out and also most of the Aprils. Better quality hides from now on will attract buyers unable to use winter stock.

At close of last week, one packer sold 10,000 Feb.-Mar. native steers and another packer 2,500 Dec.-Mar., all at 11½c; early this week, one packer sold 6,000 Mar. at 11½c; total of 6,500 April sold at 12c, and 1,500 Mays 12½c, all steady. Packers expect to ask 13c for June natives. Extreme light native steers last sold previous week at 12¼c for mostly Mays.

Butt branded steers last sold at 12½c for Mays but quotable 12¼c nom. for May-June. Total of 10,700 May-June Colorados sold at 12¼c, or ¼c up; 3,000 straight Mays also sold at 12¼c. One packer sold 1,000 May heavy Texas steers at 12¼c, or ¼c up; another moved 1,200 at 12½c for May and 12c for April. Total of 4,200 May-June light Texas steers sold at 11¼c. Extreme light Texas steers 11@11¼c.

Two packers sold 2,200 May heavy native cows at 11c, steady with price paid on outside packer last week for Junes but ¼c up for Mays. Association sold 2,000 June light native cows at 11½c, steady; bidding 11½c for June and 11¼c for May River point light cows; packers last sold at 11¼c for Mays, both Rivers and northern. Bids of 11c declined for branded cows, with 11¼c asked for limited holdings.

One packer sold 1,200 May-June native bulls at 9c, steady.

**OUTSIDE SMALL PACKER HIDES**—Outside small packer all-weight natives of current take-off quotable around 10¼c, f.o.b. nearby shipping points, for good light average stock, brands ½c less. However, some offerings reported that basis and unsold, while around 50-lb. average stock is reported selling at 10c, f.o.b. and ¼c less for late winter take-off. Chicago take-off only nominal around 10¼@11c.

**PACIFIC COAST**—No action reported as yet on May hides. One lot

of 5,000 Vernon packer May hides was reported moving last week at 10c for steers and 9½c for cows, flat, f.o.b. shipping point, but this is since reported to have been in nature of a guarantee of prices to killer by a dealer.

**FOREIGN WET SALTED HIDES**—South American market eased off a bit around mid-week. One lot of 4,000 Uruguay Nacional steers sold late last week equal to 1¼c, about steady. A pack of 4,000 Sansinenas sold early this week at 70 pesos, equal to 11¼@11½c, c.i.f. New York; later 3,000 Argentine steers sold at 68½ pesos or 11½@11¼c. Hides running winter quality.

**COUNTRY HIDES**—Business in country hides has been more or less at a standstill. Buyers have been more interested this week in the shoe show and buying interest in hides has been lacking on the part of upper leather tanners, who lend most support to the country market. Untrimmed all-weights around 47 lbs. average are usually quoted 8¼@8½c, selected, delivered Chicago, but some buyers give 8@8¼c as their paying limits, although a few sales are reported at 8½c at an outside point. Heavy steers and cows very dull and around 8c, nom. Buff weights lack interest and while some quote 9@9¼c, offerings have been reported at 9c. Extremes usually held at 10½c, trimmed, which was paid last week; not much interest at the moment. Bulls around 6¼@6½c; glues about 6c. All-weight branded 7@7¼c, flat, nom.

**CALFSKINS**—Packer calfskins advanced a half-cent this week when one packer moved 20,000 May northern heavy calf, 9½/15 lb., at 20½c. One lot of May lights, under 9½ lbs., is offered at a similar advance, or 21½c. Otherwise, the market was cleaned up to end of May earlier, at 20c for northern heavies and 20½c for Detroit Cleveland and Evansville, 19c for River point heavies, and 21c for lights.

Car Chicago city 8/10 lbs. calf sold at 18c, or ½c over price paid late last week for a car; one car 10/15 lbs., also sold at 17c, previously paid for Detroit skins, figuring about ¼c advance. Outside cities, 8/15 lbs., around 17½c nom.; mixed cities and countries about 15½c; straight countries 12½@13c. Car Chicago city light calf and deacons, sold at \$1.35, or 5c up.

**KIPSKINS**—Packer kipskins advanced a quarter-cent when one packer sold 3,000 May northern natives at 14¼c and 2,200 May southern natives at 13¼c; another packer moved 3,800 May northern natives also at 14¼c. Over-weights last sold at 13¼c for northern and 12½c southern, May take-off. One lot of 3,900 Mar.-April-May branded kips

sold at 11¼c, or ¼c up. Market fairly well sold up to end of May.

Chicago city kipskins last sold at 12½c; market well sold up and 13c talked in a nominal way; one lot of 500 over-weights offered at 12½c. Outside cities 12½@12¼c nom.; mixed cities and countries 11@11½c; straight countries 10¼@10½c.

Two packers sold 9,800 May regular slunks at \$1.05, or 5c advance; hairless have been moving at 40c.

**HORSEHIDES**—Market about unchanged, with occasional sales reported. Choice city renderers, with full manes and tails, usually quoted \$3.65@3.75, f.o.b. shipping points; ordinary trimmed renderers \$3.35@3.50, delivered Chicago; mixed city and country lots \$3.15@3.25, Chicago.

**SHEEPSKINS**—Dry pelts firmer at 17@17½c for full wools, some quoting a cent more. Demand continues good for big packer shearlings, with production much lighter than last year and tapering off each week; several cars sold this week at \$1.15 for No. 1's, 90c for No. 2's and 60c for No. 3's or clips, with prior sales at 5c less for the No. 2's. Small packer shearlings quotable half-price. Production of pickled skins still very light and not sufficient trading to establish market; the California lambs appear to be cleaned up, with last sale reported at \$6.00 per doz.; last sales of June native lambs at \$6.50 per doz. for truck lots and production very light. Big packer native spring pelts quoted \$1.50 per cwt. live lamb.

### New York

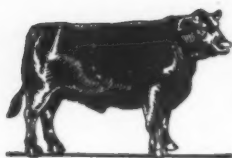
**PACKER HIDES**—One New York packer has taken out of the market Mar.-Apr.-May native and May branded steers, total of about 10,000 hides; no details disclosed but trade is inclined to quote the old native steers on basis of prices recently paid at Chicago, May butts at 12½c and May Colorados at 12¼c. Couple packers still hold similar dating natives and a few brands.

**CALFSKINS**—Collectors sold about 12,000 calfskins early at advances of 5@10c, or 4-5's at \$1.30, 5-7's at \$1.50, 7-9's at \$1.90 and later a sale at \$1.95, and 9-12's at \$2.55. Last confirmed trading by packers was 5-7's at \$1.70, 7-9's at \$2.15, 9-12's at \$2.70 and 12/17 veal kips at \$3.00.

### CHICAGO HIDE MOVEMENT

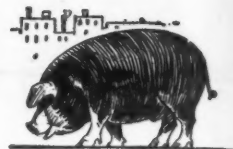
Receipts of hides at Chicago for the week ended June 6, 1936, were 4,594,000 lbs.; previous five days, 3,099,000 lbs.; same week last year, 6,023,000 lbs.; from January 1 to June 6 this year, 97,067,000 lbs.; same period a year ago, 121,620,000 lbs.

Shipments of hides from Chicago for the week ended June 6, 1936, were 4,959,000 lbs.; previous five days, 3,424,000 lbs.; same week last year, 5,625,000 lbs.; from January 1 to June 6 this year, 89,570,000 lbs.; same period a year ago, 152,308,000 lbs.



# Live Stock Markets

## Weekly Review



### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, June 11, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt., 140-160 lbs.,					
Good-choice	\$9.85@10.10	\$9.75@10.20	\$9.50@ 9.80	\$9.65@ 9.85	\$10.00@10.10
Medium	9.50@ 9.80	9.40@10.10	9.25@ 9.75	9.40@ 9.65	9.35@10.00
Lt. wt., 160-180 lbs.,					
Good-choice	9.90@10.20	9.95@10.25	9.75@ 9.85	9.65@ 9.90	9.95@10.10
Medium	9.60@10.00	9.65@10.10	9.40@ 9.80	9.50@ 9.75	9.35@ 9.95
Lt. wt., 180-200 lbs.,					
Good-choice	10.00@10.25	10.15@10.25	9.80@ 9.85	9.75@ 9.95	9.95@10.00
Medium	9.75@10.00	9.85@10.15	9.50@ 9.80	9.60@ 9.80	9.35@ 9.95
Med. wt.,					
200-220 lbs., gd-ch.	10.00@10.25	10.10@10.25	9.80@ 9.85	9.80@ 9.95	9.85@10.00
220-250 lbs., gd-ch.	9.95@10.25	10.00@10.25	9.70@ 9.85	9.80@ 9.95	9.50@ 9.90
Hvy. wt.,					
250-290 lbs., gd-ch.	9.90@10.10	9.80@10.10	9.40@ 9.80	9.55@ 9.90	9.25@ 9.70
290-350 lbs., gd-ch.	9.65@ 9.90	9.60@ 9.90	9.10@ 9.55	9.25@ 9.65	9.00@ 9.35
PACKING SOWS:					
275-350 lbs., good.	9.00@ 9.25	8.85@ 9.10	8.70@ 8.85	8.50@ 8.75	8.70@ 8.90
350-425 lbs., good.	8.70@ 9.00	8.75@ 9.00	8.65@ 8.80	8.30@ 8.60	8.50@ 8.70
425-550 lbs., good.	8.35@ 8.70	8.60@ 8.90	8.50@ 8.75	8.15@ 8.40	8.40@ 8.60
275-550 lbs., medium.	8.10@ 8.40	8.00@ 8.75	8.35@ 8.70	7.50@ 8.50	8.40@ 8.60
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	9.25@ 9.90	9.35@ 9.90	9.25@ 9.65	9.00@ 9.85	10.10@10.50
Medium	8.75@ 9.85	8.90@ 9.75	9.00@ 9.50	8.75@ 9.65	
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice	8.00@ 9.00	8.00@ 8.50		7.85@ 8.35	
Good	7.50@ 8.00	7.50@ 8.00	7.25@ 7.75	7.00@ 7.85	
Medium	7.00@ 7.50	6.50@ 7.50	6.75@ 7.50	6.25@ 7.00	6.35@ 7.15
Common (plain)	6.00@ 7.00	6.00@ 6.50	5.75@ 6.75	5.25@ 6.25	5.50@ 6.35
STEERS, 900-1100 lbs.,					
Prime					
Choice	8.00@ 9.00	8.00@ 8.50	7.65@ 8.25	7.75@ 8.35	
Good	7.25@ 8.00	7.50@ 8.00	7.00@ 7.75	7.00@ 7.85	6.85@ 7.65
Medium	6.75@ 7.50	6.50@ 7.50	6.50@ 7.25	6.25@ 7.00	6.25@ 7.00
Common (plain)	6.00@ 7.00	6.00@ 6.50	5.50@ 6.75	5.25@ 6.25	5.50@ 6.35
STEERS, 1100-1300 lbs.,					
Prime					
Choice	8.00@ 8.75	8.00@ 8.50	7.50@ 8.25	7.50@ 8.25	
Good	7.25@ 8.00	7.25@ 8.00	7.00@ 7.65	7.00@ 7.75	6.75@ 7.50
Medium	6.75@ 7.25	6.50@ 7.25	6.25@ 7.00	6.25@ 7.25	6.25@ 6.85
STEERS, 1300-1500 lbs.,					
Prime					
Choice	7.75@ 8.75	8.00@ 8.50	7.50@ 8.00	7.50@ 8.00	
Good	7.25@ 8.00	7.25@ 8.00	7.00@ 7.50	7.00@ 7.50	6.60@ 7.35
HEIFERS, 550-750 lbs.,					
Choice	8.00@ 8.50	8.00@ 8.50	7.75@ 8.25	7.75@ 8.35	7.35@ 8.00
Good	7.25@ 8.00	7.50@ 8.00	7.00@ 7.75	7.00@ 7.85	6.85@ 7.50
Common (plain), medium	5.25@ 7.25	5.50@ 7.50	5.25@ 7.00	5.00@ 7.00	5.15@ 7.00
HEIFERS, 750-900 lbs.,					
Good-choice	7.25@ 8.50		7.00@ 8.00	6.75@ 8.25	6.75@ 8.00
Common (plain), medium	5.25@ 7.25		5.25@ 7.00	5.25@ 7.00	5.00@ 6.90
COWS:					
Choice	6.25@ 6.75				
Good	5.50@ 6.25	5.50@ 6.00	5.50@ 6.00	5.50@ 6.00	5.35@ 6.00
Common (plain), medium	5.00@ 5.50	4.75@ 5.50	4.75@ 5.50	4.50@ 5.50	4.65@ 5.50
Low cutters-cutters	3.50@ 5.00	3.00@ 4.75	3.75@ 4.75	3.25@ 4.50	
BULLS (Yearlings excluded):					
Good (beef)	6.00@ 6.50	6.00@ 6.50	5.75@ 6.25	5.50@ 5.75	5.65@ 6.00
Cutter, common (plain), med.	5.50@ 6.25	4.75@ 6.00	4.75@ 5.85	4.25@ 5.50	4.35@ 5.75
VEALERS:					
Good-choice	8.50@ 9.50	7.50@ 8.75	7.00@ 9.00	7.50@ 8.50	7.25@ 9.00
Medium	7.00@ 8.50	6.00@ 7.50	6.00@ 7.00	5.50@ 7.50	6.25@ 7.50
Cull-common (plain)	5.50@ 7.00	4.00@ 6.00	4.50@ 6.00	4.50@ 5.50	4.50@ 6.25
CALVES, 250-500 lbs.,					
Good-choice	6.50@ 8.25	6.50@ 8.00	6.00@ 8.00	6.50@ 8.25	6.50@ 8.50
Common (plain), medium	5.00@ 6.50	4.00@ 6.50	4.50@ 6.00	4.50@ 7.00	5.00@ 6.75
Lambs and Sheep:					
LAMBS, spring:					
Choice	11.50@12.00	11.50@12.00	10.25@10.75	11.00@11.50	10.50@11.00
Good	11.00@11.50	10.75@11.50	9.75@10.25	10.25@11.00	10.00@10.50
Medium	9.50@11.00	9.00@10.75	9.00@ 9.75	9.00@10.25	9.00@10.00
Common (plain)	8.00@ 9.50	7.00@ 9.00	7.75@ 9.00	7.00@ 9.00	7.75@ 9.00
YEARLING WETHERS (shorn):					
Good choice	8.50@ 9.50	8.50@ 9.25	8.25@ 9.00	8.00@ 8.75	8.50@ 9.00
Medium	7.25@ 8.50	7.50@ 8.50	7.50@ 8.25	7.00@ 8.00	7.50@ 8.50
EWES (shorn):					
Good-choice	2.75@ 4.00	3.00@ 4.00	2.75@ 3.75	3.00@ 3.75	2.50@ 4.50
Common-medium	1.75@ 2.75	1.75@ 3.00	1.25@ 2.75	1.75@ 3.00	1.50@ 3.25

### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., June 11, 1936.—At 20 concentration points and 9 packing plants in Iowa and Minnesota bulk of good to choice 10 to 220-lb. truck hogs were quoted at \$9.55@9.75, with a few short hauls down to \$9.50; long hauls at plants occasionally \$9.80@9.85. Rail deliveries \$9.95@10.00. Hogs weighing 220 to 250 lbs., off trucks, \$9.40@9.65; 250 to 290 lbs., \$9.20@9.55; 290 to 350 lbs., \$9.00@9.35; 160 to 180 lbs., \$9.20@9.50; light lights, \$8.70@9.25. Most light sows \$8.45@8.70, with off car consignments \$8.90@9.00. Better heavier kinds \$8.00@8.60 off truck.

Receipts week ended June 11, 1936:

	This week.	Last week.
Friday, June 5	18,800	24,900
Saturday, June 6	16,000	Holiday
Monday, June 8	39,400	41,800
Tuesday, June 9	14,900	21,700
Wednesday, June 10	14,600	26,300
Thursday, June 11	20,900	24,100

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top prices	Week ended June 4.	Last week.	Same week, 1935.
Toronto	\$ 6.00	\$ 6.00	\$ 7.00
Montreal	6.00	6.00	7.50
Winnipeg	5.00	5.00	7.00
Calgary	4.50	4.85	7.00
Edmonton	4.50	4.50	6.00
Prince Albert	4.25	4.00	6.50
Moose Jaw	4.75	4.75	6.50
Saskatoon	4.00	4.00	5.50

#### VEAL CALVES.

Toronto	\$ 8.75	\$ 9.00	\$ 7.50
Montreal	7.50	7.50	6.50
Winnipeg	6.00	6.00	6.00
Calgary	6.00	6.00	6.50
Edmonton	5.00	5.50	5.00
Prince Albert	4.00	4.00	5.00
Moose Jaw	5.00	6.00	5.50
Saskatoon	5.00	3.75	4.50

#### BACON HOGS.

Toronto	\$ 8.75	\$ 8.25	\$ 8.65
Montreal (1)	9.15	9.00	10.00
Winnipeg (1)	8.25	8.00	8.00
Calgary	7.75	7.60	8.50
Edmonton	7.75	7.60	8.40
Prince Albert	8.00	7.75	8.45
Moose Jaw	8.00	7.75	8.40
Saskatoon	8.00	7.75	7.50

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

#### GOOD LAMBS.

Toronto	\$12.00	\$11.00	\$10.00
Montreal	12.00	9.00	10.00
Winnipeg	11.50	11.00	10.00
Calgary	8.75	8.00	8.50
Edmonton	8.50	8.50	....
Prince Albert	....	6.50	....
Moose Jaw	8.00	9.00	8.00
Saskatoon	8.00	8.00	8.00

### MAY BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for May, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	18,078	28,242	20,854	48,911
Shipments	5,948	19,716	11,027	35,222
Local slaughters	10,813	8,393	9,135	12,081

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended June 6, 1936.

### CATTLE.

	Week ended June 6.	Prev. week.	Cor. week, 1935.
Chicago	29,049	38,165	26,285
Kansas City	14,165	14,010	20,536
Omaha	16,946	22,215	15,035
East St. Louis	14,980	15,206	19,445
St. Joseph	5,419	5,930	6,816
Sioux City	10,256	10,441	9,390
Wichita	2,512*	2,988	4,171
Fort Worth	6,184	4,487	11,300
Philadelphia	2,096	1,791	1,913
Indianapolis	1,821	2,235	2,497
New York & Jersey City	10,036	7,865	6,489
Oklahoma City	7,286*	6,726	7,531
Cincinnati	4,117	3,293	3,824
Denver	3,329	3,362	3,593
St. Paul	13,340	11,970	9,745
Milwaukee	3,049	3,181	3,079
Total	144,785	153,835	152,109

\*Cattle and calves.

### HOGS.

Chicago	74,541	79,779	58,437
Kansas City	24,909	25,372	20,747
Omaha	18,797	29,888	19,013
East St. Louis	40,380	44,995	23,517
St. Joseph	11,252	13,981	13,447
Sioux City	21,162	22,314	13,187
Wichita	4,068	4,511	3,387
Fort Worth	4,846	4,170	3,000
Philadelphia	14,122	13,580	11,894
Indianapolis	14,147	12,442	10,980
New York & Jersey City	38,403	38,422	26,774
Oklahoma City	6,220	9,008	8,522
Cincinnati	13,496	12,738	10,891
Denver	5,917	5,263	2,334
St. Paul	27,525	20,927	9,099
Milwaukee	9,947	8,974	5,199
Total	320,792	343,454	235,708

### SHEEP.

Chicago	21,321	20,045	40,755
Kansas City	17,237	20,284	32,436
Omaha	15,156	18,404	21,686
East St. Louis	16,874	16,411	18,340
St. Joseph	11,597	10,678	18,067
Sioux City	4,155	5,890	13,913
Wichita	3,204	3,694	8,106
Fort Worth	19,051	11,895	31,687
Philadelphia	5,513	5,490	5,739
Indianapolis	2,500	2,435	3,085
New York & Jersey City	63,842	53,415	56,764
Oklahoma City	2,955	3,274	5,236
Cincinnati	5,892	3,872	4,539
Denver	6,096	5,054	5,769
St. Paul	2,356	2,281	4,386
Milwaukee	977	888	2,712
Total	190,926	184,010	273,819

## U. S. INSPECTED HOG KILL

Kill at 8 points week June 5, 1936:

	Week ended June 5.	Prev. week.	Cor. week, 1935.
Chicago	74,541	79,779	63,196
Kansas City, Kans.	24,909	25,372	20,747
Omaha	18,797	29,888	19,100
St. Louis & East St. Louis	40,380	44,995	33,218
Sioux City	16,956	22,314	14,453
St. Joseph	10,449	13,981	12,092
St. Paul	27,525	20,947	13,441
N. Y., Newark and J. C.	38,403	38,422	25,746
Total	252,020	279,298	200,995

## RECEIPTS AT CHIEF CENTERS

Week ended June 6, 1936:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended June 6.....	182,000	310,000	211,000
Previous week .....	140,000	230,000	134,000
1935 .....	180,000	252,000	276,000
1934 .....	222,000	616,000	268,000
1933 .....	196,000	630,000	295,000
At 11 markets:			
Week ended June 6.....			
Previous week .....			
1935 .....			
1934 .....			
1933 .....			
1932 .....			
At 7 markets:			
Week ended June 6.....			
Previous week .....			
1935 .....			
1934 .....			
1933 .....			
1932 .....			

## WILSON SHORTHORN SALE

Thomas E. Wilson, chairman of the board, Wilson & Co., also famous as a breeder of Shorthorn cattle, held his annual sale at Edellyn Farms, Wilson, Ill., on June 8. More than 300 Shorthorn enthusiasts were in attendance, representing all the agricultural and cattle-raising states, as well as Canada, Argentine and Uruguay. The democratic candidate for governor of Iowa, Nels Kraschel, was the auctioneer. Forty-two head of young stock, all but one under a year old, were offered in the sale, which was topped by a young bull sold to William Bar-

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending June 6, 1936.....	9,787	3,073	2,640
Week previous.....	10,278	2,424	2,767
Same week year ago.....	7,847 1/2	1,098	2,388
COWS, carcass			
Week ending June 6, 1936.....	863	830	945
Week previous.....	1,192	818	1,129
Same week year ago.....	952	925	1,358
BULLS, carcass			
Week ending June 6, 1936.....	319 1/2	402	16
Week previous.....	152	544	20
Same week year ago.....	405	555	25
VEAL, carcass			
Week ending June 6, 1936.....	13,272	2,127	658
Week previous.....	13,446	1,948	606
Same week year ago.....	12,826	1,747	842
LAMB, carcass			
Week ending June 6, 1936.....	28,213	9,966	12,054
Week previous.....	26,624	8,707	12,395
Same week year ago.....	35,262	13,390	15,262
MUTTON, carcass			
Week ending June 6, 1936.....	986	392	615
Week previous.....	3,551	580	567
Same week year ago.....	4,395	1,314	1,196
PORK CUTS, lbs.			
Week ending June 6, 1936.....	1,397,772	380,501	277,891
Week previous.....	1,373,061	387,341	275,728
Same week year ago.....	1,370,690	330,437	261,721
BEEF CUTS, lbs.			
Week ending June 6, 1936.....	436,320		
Week previous.....	324,126		
Same week year ago.....	596,412		

### LOCAL SLAUGHTERS.

CATTLE, head	Week ending June 6, 1936.....	10,036	2,096	
	Week previous.....	7,865	1,791	
	Same week year ago.....	6,489	1,913	
CALVES, head	Week ending June 6, 1936.....	16,773	3,736	
	Week previous.....	14,680	3,332	
	Same week year ago.....	13,948	3,534	
HOGS, head	Week ending June 6, 1936.....	35,297	14,122	
	Week previous.....	33,239	13,580	
	Same week year ago.....	25,774	11,894	
SHEEP, head	Week ending June 6, 1936.....	63,842	5,513	
	Week previous.....	53,415	5,490	
	Same week year ago.....	56,764	5,739	

## OFFICES

Detroit, Mich.  
Cincinnati, Ohio  
Dayton, Ohio  
Omaha, Neb.  
Indianapolis, Ind.  
La Fayette, Ind.  
Louisville, Ky.  
Nashville, Tenn.  
Sioux City, Iowa  
Montgomery, Ala.



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tholomay, jr., Libertyville, Ill., at \$1,800. The top heifer brought \$800 and went to Douglas & Son, Caledonia, Ont. A 10-months old bull calf sold for \$1,450. The 42 head averaged \$375, with 17 bull calves averaging \$508.23 and 25 females \$284.40.

## FARM BUREAU PARTY PLANKS

Adjustment and control of the volume of farm production, so as to balance supply with demand at purchasing power levels of 1909-14, was among the demands of American Farm Bureau Federation directors who met in Chicago last week to draw up a farm platform plank. The organization's proposals will be presented to both major political parties. The board also advocated commodity loans to prevent seasonal surpluses; soil conservation; expansion of foreign and domestic outlets for farm products; protection of domestic market from competing imports; federal control of monopolies and parity of agricultural income with industry.

## DAVIS TO RESERVE BOARD

Revival of agricultural exports depends on America's willingness to buy as well as sell, was the message given the Agricultural Club of Chicago last week by Chester C. Davis, recently nominated as farm member of the Federal Reserve Board by President Roosevelt for a term of six years. Mr. Davis, who was formerly administrator of the AAA, has just returned from a European tour in which he surveyed possibilities of increasing agricultural exports.

Howard R. Tolley has been announced as new head of the Agricultural Adjustment Administration, succeeding Mr. Davis. He will direct the soil conservation and domestic allotment program. Mr. Tolley has been a leader in work of the AAA, with a few brief interruptions, since soon after it was organized.

## PACIFIC COAST LIVESTOCK

Receipts five days ended June 5, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles .....	4,764	1,164	866	2,270
San Francisco .....	1,200	369	1,800	3,775
Portland .....	2,975	350	3,900	5,350

DIRECTS—Los Angeles: Cattle, 45 cars; hogs, 86 cars; sheep, 43 cars. San Francisco: Cattle, 450 head; calves, 190 head; hogs, 2,250 head; sheep, 1,475 head.

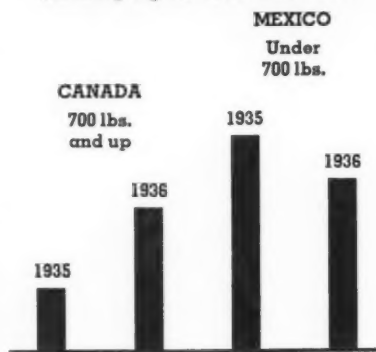
## NEW YORK LIVESTOCK

Receipts week ended June 6, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,870	9,682	4,042	33,417
Central Union .....	2,915	2,151	10,654	
New York .....	229	4,030	10,171	2,833

Total .....	7,114	15,863	14,213	46,904
Previous week .....	8,396	14,707	17,503	50,702
Two weeks ago .....	6,514	14,051	16,068	43,536

## CATTLE IMPORTS January-April, 1935 and 1936



Cattle imports from Canada during the first 4 months of 1936 totaled 83,361 head, of which 67,185 were over 700 lbs. and 16,176 were below that weight. In 1935 in the same period 29,653 heavy and 10,674 light cattle and calves were imported.

Mexican shipments of stocker and feeder cattle amounted to only 80,209 head during the first 4 months of 1936, against 103,670 head in 1935, but 700-lb. and over cattle totaled 14,666 head, against 922 in 1935.

According to preliminary Treasury Department reports about 108,000 cattle of 700 lbs. or over were imported during the first five months of the year. This is over 69 per cent of the annual quota permitted on this class of cattle. Shipments of 700-lb. and up cattle from Canada totaled 91,735 head.

## APRIL MEAT IMPORTS

Imports during the month are reported as follows:

	Quantity. lbs.	Value.
Fresh, chilled or frozen:		
Beef .....	471,806	\$32,538
Pork .....	880,242	141,880
Other .....	98,121	13,424
Canned meats .....	11,905,691	1,142,272
Beef and veal, cured .....	138,133	9,907
Hams, shoulders, bacon .....	1,065,812	531,511
Pork, pickled or salted .....	173,165	52,730
Gelatine, edible .....	282,856	52,882
Beef and mutton tallow .....	2,415,960	121,577
Poultry .....	22,697	12,488

Total .....

Of the canned meat imported, over 5,888,950 lbs. came from the Argentine and 5,786,839 lbs. from Uruguay. Poland and Danzig supplied 1,452,005 lbs. of the hams, shoulders, and bacon, about 74 per cent of entire quantity imported.

## CANADIAN EXPORTS TO U. S.

	April, 1936.	April, 1935.
Cattle, No. ....	32,301	16,050
Calves, No. ....	3,894	884
Hogs, No. ....	7,206	145
Sheep, No. ....	18	18
Beef, lbs. ....	133,200	915,900
Bacon, lbs. ....	151,000	56,100
Pork, lbs. ....	649,000	126,800
Mutton & lamb, lbs. ....	900	900
Canned meat, lbs. ....	28	240
Lard, lbs. ....	117,300	200
Lard compound, lbs. ....		

## PRICE DISCRIMINATION BILL

(Continued from page 13.)

ties manufactured or sold by such person, unless such payment is available on proportionately equal terms to all other competing customers.

It would be unlawful for any person to discriminate in favor of one purchaser of a commodity bought for resale, with or without processing, by furnishing any services or facilities connected with processing, handling or sale of the commodity on terms not given to all purchasers. Buyers would be forbidden to induce or receive a price discrimination prohibited in the measure.

Under section II nothing in the act would affect actions or orders of the Federal Trade Commission. The commission might reopen current proceedings or past orders to supplement them with a complaint based on violations under the new act. The commission would report its findings, and if acts charged in its supplementary complaint had been committed it could amend the original order to include additional violations.

## Penalties For Discrimination

The third section of the act provides that it would be unlawful for any person to be a party to or assist in a sale which discriminated to his knowledge against competitors of the purchaser, in that any discount, rebate or advertising service charge was granted to the purchaser over any similar benefit available at the time to competitors in respect of a sale of goods of like quality, grade or quantity.

Goods could not be sold in any part of the United States at prices lower than in other sections for the purpose of destroying competition or eliminating a competitor. Goods could not be sold at unreasonably low prices to destroy competition or eliminate a competitor.

Violators of the third section might be subject to fine of not more than \$5,000 or imprisoned not longer than one year, or both.

Nothing in the act would prevent a cooperative from returning any part of its net earnings or surplus resulting from trading to its members, producers or consumers, in proportion to their purchases or sales from, to or through the association.

## CANNED MEAT EXPORTS

Canned meat exports in April, 1936:

	Quantity. lbs.	Value.
Exports		
Canned beef .....	89,850	\$27,987
Canned pork .....	530,817	182,387
Canned sausage .....	98,103	25,000
Other canned meats .....	142,208	34,107
Total .....	870,978	\$269,581
To insular possessions .....	593,448	

Watch "Wanted" page for bargains.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 6, 1936, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,839	1,589	2,355
Swift & Co.	2,980	2,500	1,162
Morris & Co.	2,510	.....	418
Wilson & Co.	4,917	1,461	353
Anglo-American Prov. Co.	1,336	.....	.....
G. H. Hammond Co.	2,426	.....	.....
Shippers	10,212	8,136	1,319
Others	10,641	19,580	2,669
Brennan Packing Co., 2,487 hogs; Western Packing Co., Inc., 1,300 hogs; Agar Packing Co., 4,076 hogs.			
Total	38,850 cattle; 6,713 calves; 41,138 hogs; 8,306 sheep.		
Not including 411 cattle, 988 calves, 34,029 hogs and 14,332 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,997	481	2,071	3,120
Cudahy Pkg. Co.	1,618	803	1,091	4,090
Morris & Co.	1,032	198	.....	2,720
Swift & Co.	1,345	533	2,620	2,783
Wilson & Co.	1,308	741	1,187	3,036
Independent Pkg. Co.	.....	.....	136	.....
Kornblum Pkg. Co.	960	.....	.....	.....
Others	2,793	318	2,254	888
Total	11,103	3,062	9,349	17,237
Not including 23,567 hogs bought direct.				

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,687	7,001	3,411
Cudahy Pkg. Co.	4,625	5,119	4,770
Dold Pkg. Co.	1,094	4,484	.....
Morris & Co.	1,163	447	1,252
Swift & Co.	5,742	4,337	2,581
Others	.....	9,288	.....
Eagle Pkg. Co., 23 cattle; Grt. Omaha Pkg. Co., 41 cattle; Geo. Hoffman Pkg. Co., 63 cattle; Lewis Pkg. Co., 593 cattle; Omaha Pkg. Co., 168 cattle; John Roth & Sons, 85 cattle; So. Omaha Pkg. Co., 105 cattle; Lincoln Pkg. Co., 334 cattle; Wilson & Co., 315 cattle.			
Total	19,040 cattle and calves; 30,686 hogs; 12,014 sheep.		
Not including 856 hogs and 2,381 sheep bought direct.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	876	1,325	4,037	6,912
Swift & Co.	1,567	1,990	4,013	7,849
Morris & Co.	896	728	373	.....
Hunter Pkg. Co.	1,395	2,098	3,388	979
Hell Pkg. Co.	.....	.....	2,035	.....
Krey Pkg. Co.	.....	.....	2,380	.....
Laclede Pkg. Co.	.....	.....	1,660	.....
Shippers	6,127	3,004	10,844	4,335
Others	3,532	216	11,274	1,134
Total	14,782	9,929	40,004	21,229
Not including 1,935 cattle, 5,224 calves, 23,767 hogs and 6,748 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,909	598	6,089	8,642
Armour and Co.	1,889	592	5,163	2,955
Others	1,433	42	1,019	.....
Total	5,231	1,232	12,271	11,597

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,193	129	7,958	1,726
Armour and Co.	3,559	144	8,378	1,512
Swift & Co.	2,822	157	4,828	907
Shippers	4,106	18	2,233	162
Others	227	25	100	10
Total	13,907	473	23,395	4,317

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,086	1,359	2,770	1,307
Wilson & Co.	2,059	1,407	2,944	1,586
Others	221	41	506	2
Total	4,316	2,807	6,220	2,955
Not including 163 cattle bought direct.				

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,645	1,002	11,965	1,947
Armour and Co.	1,358	340	2,136	40
Hilgemeier Bros.	6	.....	1,018	.....
Stumpf Bros.	.....	.....	101	.....
Meier Pkg. Co.	96	8	231	.....
Indiana Prov. Co.	36	27	136	28
Schaefer Pkg. Co.	27	.....	98	.....
Maas-Hartman Co.	28	7	.....	.....
Art Webnitz	18	83	.....	27
Shippers	1,448	2,002	16,377	1,909
Others	585	103	286	300
Total	5,247	3,632	32,348	4,320

### FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,023	1,714	2,077	9,868
Swift & Co.	2,758	1,804	2,379	9,944
City Pkg. Co.	200	37	204	.....
Blue Bonnett Pkg. Co.	129	79	173	.....
H. Rosenthal Pkg. Co.	60	5	13	9
Total	6,184	3,639	4,846	19,651

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,075	792	1,701	3,170
Dold Pkg. Co.	104	104	1,243	34
Wichita D. B. Co.	16	.....	.....	.....
Dunn-Osterlag	124	.....	.....	.....
Fred W. Dold & Sons	89	.....	315	.....
Sunflower Pkg. Co.	60	.....	107	.....
Southwest Beef Co.	10	.....	.....	.....
Total	1,538	896	3,366	3,204
Not including 78 cattle and 700 hogs bought direct.				

### DEVELOP.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,750	59	1,244	9,846
Swift & Co.	1,411	70	1,777	8,304
Others	1,892	324	2,131	9,352
Total	5,053	453	5,252	27,502

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,890	2,770	8,839	781
Cudahy Pkg. Co.	946	1,210	.....	.....
Swift & Co.	6,129	4,121	12,346	1,575
United Pkg. Co.	2,375	334	.....	.....
Others	1,473	471	4,116	14
Total	14,813	8,006	25,301	2,370
Not including 1,390 sheep bought direct.				

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,722	4,084	9,804	911
U. D. B. Co., N. Y.	52	.....	.....	.....
Armour and Co., Mil.	642	2,244	.....	.....
N. Y. B. D. M. Co.	60	.....	.....	.....
R. Gums & Co.	40	62	.....	.....
Shippers	106	29	137	9
Others	872	805	58	57
Total	3,303	7,224	9,909	977

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	.....	42	.....	321
E. Kahn's Sons.	880	423	6,592	2,177
Lohrey Pkg. Co.	7	.....	305	.....
H. H. Meyer Pkg. Co.	13	.....	3,582	.....
J. Schlachter's Son.	196	204	.....	88
J. & F. Schroth Co.	29	.....	2,940	.....
J. P. Stegner & Co.	300	239	.....	30
Shippers	218	520	3,200	2,722
Others	1,478	881	563	470
Total	3,130	2,306	17,128	5,808
Not including 661 cattle, 1,781 hogs and 3,346 sheep bought direct.				

### RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	38,850	38,165	32,695	.....
Kansas City	11,103	9,761	16,481	.....
Omaha	19,040	21,984	15,405	.....
East St. Louis	14,782	13,547	21,129	.....
St. Joseph	5,231	4,808	5,445	.....
Sioux City	13,907	13,833	11,296	.....
Oklahoma City	4,316	4,329	5,488	.....
Wichita	1,538	1,905	2,970	.....
Denver	5,053	5,116	3,667	.....
St. Paul	14,813	13,103	10,641	.....
Milwaukee	3,303	3,551	3,296	.....
Indianapolis	5,247	5,757	6,270	.....
Cincinnati	1,478	2,750	3,381	.....
Ft. Worth	6,184	4,487	.....	.....
Total	144,845	143,006	138,154	.....
*Cattle and calves.				

### HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	41,188	47,894	34,457	.....
Kansas City	9,349	7,774	7,748	.....
Omaha	30,686	34,370	25,516	.....
East St. Louis	40,004	39,584	33,600	.....
St. Joseph	12,271	13,133	13,066	.....
Sioux City	13,907	13,833	11,296	.....
Oklahoma City	6,220	6,096	4,365	.....
Wichita	3,366	4,511	2,959	.....
Denver	5,252	5,451	2,157	.....
St. Paul	25,301	23,725	10,461	.....
Milwaukee	9,990	7,379	5,216	.....
Indianapolis	32,348	20,673	20,033	.....
Cincinnati	17,128	14,078	13,734	.....
Ft. Worth	4,846	4,170	.....	.....
Total	261,303	262,411	198,551	.....

### SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	8,308	7,438	16,751	.....
Kansas City	17,237	20,234	32,436	.....
Omaha	16,152	18,708	15,708	.....
East St. Louis	21,229	18,013	20,035	.....
St. Joseph	11,597	10,678	18,886	.....
Sioux City	4,317	6,195	12,945	.....

Oklahoma City	2,955	3,274	5,236
Wichita	3,204	3,694	8,105
Denver	27,502	23,757	28,070
St. Paul	2,370	2,281	4,399
Milwaukee	977	888	2,741
Indianapolis	4,320	4,190	5,318
Cincinnati	5,808	5,284	9,020
Ft. Worth	19,651	11,895	.....
Total	141,489	134,082	185,060

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 1	15,404	2,676	15,207	3,981
Tues., June 2	5,706	1,940	15,773	4,346
Wed., June 3	9,213	1,108	14,768	5,375
Thurs., June 4	5,488	1,824	14,930	5,787
Fri., June 5	1,693	1,097	9,723	2,707
Sat., June 6	200	100	4,000	1,500
Total this week	37,764	8,745	74,401	24,196
Previous week	40,172	9,424	80,468	28,111
Year ago	34,112	8,828	69,996	44,615
Two years ago	54,419	12,066	150,254	43,082

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 1	3,314	199	2,253	405
Tues., June 2	2,078	343	1,570	397
Wed., June 3	3,132	346	791	135
Thurs., June 4	1,002	134	1,616	143
Fri., June 5	576	153	1,722	239
Sat., June 6	100	.....	100	.....
Total this week	10,222	1,175	8,052	1,319
Previous week	10,771	496	11,093	1,134
Year ago	7,560	547	5,935	1,277
Two years ago	18,065	632	10,073	965

### Total receipts for month and year to June 6:

	June	1935	1936	1935
Cattle	37,764	32,337	824,313	801,992
Calves	8,745	8,827	170,649	223,539
Hogs	74,401	55,205	1,634,491	1,728,732
Sheep	24,196	32,930	1,063,428	1,514,670

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lambs.
Week ended June 6	\$7.85	\$9.85	\$3.35	\$1.20	\$1.20
Previous week	8.00	9.65	3.85	10.05	10.05
1935	10.60	9.75	2.50	9.30	9.30
1934	6.80	3.25	1.50	8.35	8.35
1933	5.90	4.65	2.90	8.06	8.06
1932	6.40	3.30	1.60	6.20	6.20
1931	7.75	6.30	1.80	7.75	7.75

### Av. 1931-1935

Av. 1931-1935	.....\$7.50	\$ 5.45	\$ 2.00	\$ 7.9
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# C-D TRIUMPH Everlasting Plate— for All Makes of Meat Grinders



If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

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CD Cut-More Knives with changeable blades—The OK Knives with changeable blades—Superior OK reversible plates. We can furnish plates with any size holes desired from 1/4-inch up. Special designs made to order.

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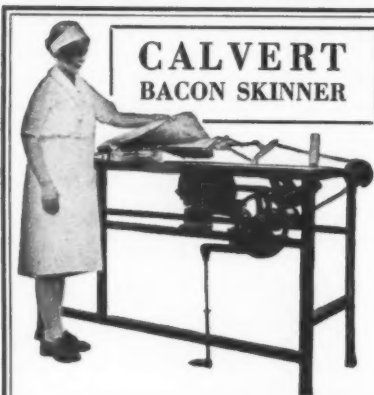
Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasoning, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

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BACON SKINNER**

## HERE'S PROOF OF SAVINGS MADE!

The figures at the right are the result of actual tests made in a representative small plant. One girl with a CALVERT Bacon Skinner worked in competition with five good butchers. In four days, she more than equalled the entire weekly production of the five men, besides producing a far superior product, with less waste fat. If you slice 500 lbs. of bacon per week you need this machine to cut costs. Write!

DATA	
Salaries of 5 butchers (\$30 each) .....	\$150.00
Salary of girl (Four days) .....	\$12.00
Interest and depreciation on machine .....	.50
	12.50
WEEKLY SAVING .....	\$137.50
Savings alone pay for machine in less than three weeks!	

**THE CALVERT MACHINE CO.** 1606-08 Thames St. Baltimore, Md.

## Grinders—Vibrating Screens FOR BY-PRODUCTS



There is a Williams for every by-product crushing or grinding job. Heaviest construction predominates. Especially designed to grind greasy cracklings and tankage. Other types crush green bones and hash dry rendering materials. We also build the well known "Full-Floating" Vibrating Screen for sifting greasy cracklings.

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## GEO. H. JACKLE

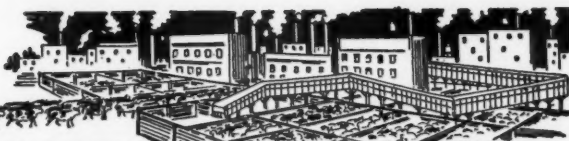
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Have you ordered the  
**MULTIPLE BINDER**  
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**THE NATIONAL PROVISIONER?**

Up and down the



# MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, June 13, 1896.)

Average weight of hogs at Chicago for week ended June 6, 1896, was 246 lbs., compared with only 226 lbs. in the same week of 1895.

Listed as "butchers' sundries" at Chicago, pork loins were quoted at 5@5½c per lb.; tenderloins, 7@8c; spareribs, 3c; trimmings, 2c; Boston butts, 3¼c; California butts, 3¼c; hocks, 2½c; shoulders, 3½@4c per lb.

Swift & Company received 5 medals and 7 diplomas for exhibits of products which received awards at the World's Columbian Exposition, Chicago. These included displays of fresh beef, mutton and pork; pickled meats, sausages, hams, bacon, dried beef, beef extracts, leaf lard and certain by-products.

Employees of United Dressed Beef Co., New York City, had their second annual outing at College Point, L. I.

Swarzchild & Sulzberger Distributing Co., Jamaica, L. I., was incorporated under the laws of state of New York.

## Meat Packing 25 Years Ago

(From The National Provisioner, June 17, 1911.)

Packers appeared before Senate committee on manufactures in opposition to proposed cold storage bill to limit time meat could be carried at temperatures of 40 degs. or under. Their contention was that the public is fully protected by the federal meat inspection law and that cold storage products unfit for food could not be distributed. Packer representatives testifying included Alfred R. Urion, general counsel Armour and Company; A. B. Hayes, counsel American Meat Packers' Association; T. W. Taliaferro, Hammond Standish & Co.; Fred Burrows, G. H. Hammond Co.; Gustav Bischoff, sr., St. Louis Independent Packing Co.; F. Edson White, Armour and Company; W. B. Farris, Morris & Co., and A. S. Johnston, Swift & Company.

Swarzchild & Sulzberger bought a site at Portland, Ore., for a packing plant and stockyards.

Armour and Company opened a new branch house in Paterson, N. J.

Increases in consignments of Chinese pork to England were reported.

W. N. Numsen, president Wm. Numsen & Sons, Inc., packers, Baltimore, Md., died.

Dallas Packing Co., Dallas, Tex., was incorporated by B. L. Heley, H. C. Walsh and S. H. Haley.

Opening of S. & S. plant at Oklahoma City was delayed until completion in the fall.

## Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,325 cattle, 5,347 calves, 29,982 hogs and 6,081 sheep.

Pendleton Dudley, New York City, Eastern director, Institute of American Meat Packers, was in Chicago this week for a day.

Homer Davison, vice president, Institute of American Meat Packers, is on a trip to the Pacific Coast.

E. A. Schenk, president, Columbus Packing Co., Columbus, O., visited in Chicago this week.

John J. Dupps, jr., president, John J. Dupps Co., Cincinnati, O., was in Chicago last week. His new Rujak cooker is attracting wide attention.

W. F. Gohlke, vice president and general manager, Walker's Austex Chile Co., Austin, Tex., visited in Chicago last week-end.

Hide and Leather Association of Chicago will hold its first golf outing of the season on June 26, at the Illinois Country Club.

Frank A. Hunter, president, Hunter Packing Co., East St. Louis, Ill., visited in Chicago this week.

Max O. Cullen, National Live Stock and Meat Board, returned this week from Dallas, Tex., where he has been preparing the board's exhibit for the Texas Centennial Exposition.

E. D. Henneberry, vice president, Hull & Dillon Packing Co., Pittsburg, Kan., was a visitor in Chicago this week.

Flying enthusiasts will have to go some to beat the record of A. E. Jessurun, head of the Chicago importing house of A. E. Jessurun & Co., who at the age of 72 has just completed 17,000 miles of flying in a month, including a round trip to Europe on the new dirigible Hindenburg. While abroad, Mr. Jessurun visited his Spanish client, Francesco Flores, manufacturer of the famous Sunfirst paprika, so widely used by sausage manufacturers in this country.

S. A. Middaugh, general manager, Swift & Co., Denver, Colo., was in Chicago this week.

C. Robert Lazerus, of Clarence Robert Lazerus, Inc., packinghouse products brokers, left Friday on a three weeks' trip to St. Johns, Newfoundland. His friends are hoping that Newfoundland weather is warmer than the present Illinois variety.

L. J. Menges, Menges-Mange, Inc., St. Louis, Mo., was in Chicago for a few days during the past week. He reports packinghouse construction activity continuing throughout the West and South in remarkable degree. Many small packers are building and others are remodeling, in most cases to conform to federal inspection requirements.

Herbert W. Keefer, formerly of Swift & Company plant at East St. Louis, Ill., has been made general foreman of the Swift sausage factory at Chicago. He succeeds George Kellerman, who was killed in an automobile accident. He has been connected with the company for a number of years.

## NO MORE BEEF LUGGING.

When Ferdinand Woebber, for 10 years butcher and beef lugger in the house of J. Loewenstein & Son, Inc., 252 Ninth ave., New York City, learned he had won \$150,000 on the Irish Hospital Sweepstakes, he decided it was time to retire.



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*Importers* **SAUSAGE CASINGS** *Exporters*  
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**25 YEARS'**  
**EXPERIENCE** *behind*  
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What does this mean to you? *Just this*—that we can give you more intelligent service because we know the problems of the meat plant. It means that we know all short cuts to stockinette economy. It means that we can serve you better, *and at less cost*. Stick to ADLER Stockinette for *real satisfaction!*

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**BERTH. LEVI & Co., INC.**  
ESTABLISHED 1882

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CHICAGO  
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*Forbes*  
A well-known name in sausage seasoning  
FAMOUS FOR QUALITY FOR 83 YEARS  
**JAS. H. FORBES TEA & COFFEE CO.**  
ST. LOUIS, MO.  
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SALES OFFICES: 302 Delaware, Kansas City, Mo.;  
602 Merchants National Bank Bldg., Omaha, Nebr.;  
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**FORBES SPICES**  
*add the touch that means so much*

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NINTH AND NOBLE STREETS  
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**BROKER**  
**PACKINGHOUSE**  
**PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange  
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**PATENT SEWED CASINGS**

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLES

**PATENT CASING COMPANY**

617-23 West 24th Place

Chicago, Illinois

having started as a summer employee in the general office at East St. Louis while attending school.

Chemical warfare against thousands of injurious bacteria, viruses and parasites had done much to reduce hazards of the livestock industry, said Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, at a convention of the National Association of Insecticide and Disinfectant Manufacturers in Chicago this week.

Chicago's regional office of the Social Security Board will be opened at 211 W. Wacker Drive on June 15, with F. L. Roberts as executive assistant in charge. The office will act in an advisory capacity in administration of the social security act in Illinois, Indiana and Wisconsin, its function being to make possible "the utmost in cooperation between the board and all those with an interest in the social security program," according to regional director H. L. McCarthy. Mr. Roberts was manager of the Chicago office of the U. S. Department of Commerce for a number of years, and is well-known to business men in this area.

### New York News Notes

Harold Morgan, margarine department, Wilson & Co., Chicago, was in New York last week. Other visitors were W. E. Greatrex, who sailed on the s.s. Laconia, June 5, to return to his activities for Wilson & Co. in England, and H. McCracken, cattle buyer for Wilson & Co., at Brazil, who sailed on the s.s. Western World on June 6 for South America.

M. B. Williams, small stock department, and J. R. Mayeskie, dressed beef department, Armour and Company, Chicago, were visitors to New York last week.

Lester Weyant, secretary to W. K. Reardon, general manager, New York Butchers' Dressed Meat Company, with Mrs. Weyant and Lester, jr., will spend the next two weeks at Atlantic City, N. J.

C. M. Baldwin, traffic manager, Swift & Company, Ltd., London, and Mrs. Baldwin sailed on the s. s. Washington on June 3, after having spent several weeks in the United States.

H. A. Green, vice president and general manager, Deerfoot Farms Company, Southborough, Mass., visited in New York for several days last week and also spent a few days in Washington before returning to New England.

More than 500 leading wholesalers and retailers of the meat and poultry industry are sponsoring a dinner to be held in honor of Samuel D. Leidesdorf, president of the Federation for the Support of Jewish Philanthropic Societies, at the Hotel Commodore on June 25. Jacob Heymann, retailer, is chairman of the dinner committee; Walter Blumenthal, president, United Dressed Beef Co., chairman meat and poultry divi-



TAKEN BY SURPRISE.

Modest Jay Hormel caught by the candid camera on the streets of New York during a visit there with Judge S. D. Catherswood, attorney for Geo. A. Hormel & Co. What the judge is carrying might be a can of Hormel soup—and then again it might not! The candid cameraman was Charles Hornburg, New York City manager of the Flavor-Sealed department.

sion; Max Kraus, M. Kraus & Bros., Inc., chairman executive committee; I. Frank, treasurer dinner committee. The Federation does more than 80 per cent of the Jewish philanthropic work of Manhattan and the Bronx through its 91 charitable institutions, and also takes care of large numbers of non-Jews through its seven hospitals and other welfare agencies.

One of the mobile exhibits which excited most favorable comment during the Long Island Tercentenary parade held recently was the blue ribbon float of H. C. Bohack Co., Inc., the only food concern to participate in the ceremonies. The Bohack mammoth, a model of modernistic beauty, was symbolic of the connection between that firm and Brooklyn-Long Island industrial progress during the past half century. Six girls, all beauty contest winners, wore costumes portraying changes in fashions since 1886, the year Bohack's was founded. Credit for conception of the exhibit is due Fred Hildebrand, president and execution of the idea to Daniel V. Kilfoyle, advertising manager, Bohack Company.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended June 6, 1936, were as follows: Meat—Brooklyn, 12 lbs.; Manhattan, 3,836 lbs.; Bronx, 2 lbs.; Queens, 5 lbs.; total, 3,855 lbs. Fish—Manhattan, 3 lbs. Poultry—Queens, 1 lb.

### Countrywide News Notes

Wilson & Co. is opening a large poultry packing and egg processing plant at Atchison, Kas.

Fire caused about \$10,000 in damage at the plant of the J. S. Anderson Packing Co., Muskegon, Mich., recently. The boiler room and power plant were extensively damaged. The fire started in a partition near one of the coolers.

Swift & Company recently displayed cuts from bruised animal carcasses at Omaha, Neb., to show stockmen, handlers and others the consequences of careless animal handling.

Libby, McNeill & Libby is erecting a new warehouse and office building at Memphis, Tenn.

William Deising, vice president, Cudahy Packing Co., Omaha, Neb., was a visitor to the company's plants at Wichita, Kas., and Kansas City, Kas., last week.

Dr. W. M. Dawson has been appointed to the U. S. Bureau of Animal Industry to do research in desirable qualities of meat animals. Dr. Dawson was formerly assistant in animal husbandry at the University of Illinois.

Feldman Bros., Elizabeth, N. J., lost their head accountant when their sister, Freida G. Feldman, was married on June 7 to J. Harry Weingarten, C.P.A. The job remains in the family, however, as she is succeeded by sister Edith.

Wood-Robbins, Inc., sausage manufacturers, Savannah, Ga., are now located in their new plant at 516 W. Harris st., the location where Roger Wood was for many years manager for the Cudahy Packing Co. The 2-story and basement building has been entirely remodeled and equipped to process high-quality sausage products made by this company. Opening day was Wednesday, June 10, and there was a big crowd in attendance. Chas. M. Robbins is president and Roger Wood is secretary-treasurer.

W. T. Riley, one of the oldest and best-known provision brokers in the country, passed away at the Presbyterian hospital, Philadelphia, on June 5, after an illness of five weeks. Death was due to a heart attack. Born in Dublin, Md., in 1871, he started at the age of 20 as a butterine salesman for Armour and Company in Baltimore. Later he went into partnership in the brokerage business in Baltimore with W. B. Cassell. In 1897 he established his own business in the Bourse building in Philadelphia, where it still remains in the same headquarters handy to the trading floor. During his career he represented most of the big packers and many other packers, and was known as a keen trader and clever judge of the markets. He had been a member of the Philadelphia Commercial Exchange since 1889. He leaves a widow and one son, Ellsworth C. Riley, who will succeed him in carrying on the business.



# For the Retail Meat Dealer



## Smoked MEAT SALES

### How Dealer Can Get More Volume and Profits

"THOSE last hams I bought aren't selling very well. Everybody is eating fruit and rolls for breakfast, instead of bacon. Seems like the smoked meat business has gone back to the smokehouse—only a hotter one!"

Old Otto, the retailer, squinted sourly at his packer salesman friend. He had a bad case of the Monday morning blues. This was the third salesman he'd seen this morning. The other two had patted him on the shoulder, told him that better times were coming and beat a retreat toward happier customers.

But this idiot brought out his order book.

"Guess you'll need 3 barrels of picnics, about forty 12/14 hams, some of those butts in artificial casings, 10 boxes of sliced bacon, some slab bacon and—"

### Suggests a Smoked Meat Sale

"Say! Are you hard of hearing?" roared Otto. "Smoked meat is just what I don't need more of."

"But how are you going to hold your smoked meat sale this week, unless you have plenty of product?"

### CATCH CONSUMER'S EYE.

Meat displays should be massed to attract the "impulse" buyer. This is one of many ways to do it.

"First I knew I was going to have a smoked meat sale," scoffed Otto.

"Well, listen—"

And the packer salesman told him the story.

Smoked meats offer the retailer an excellent opportunity to put on a merchandising drive featuring a number of popular items. He can move a considerable volume of product at a profit, without cutting his margins.

Successful retailers have found that mass display and the appeal of quantity are important factors in holding a smoked meat sale. The public likes a spectacle even more than it likes a low price, and if the dealer stages his sale dramatically he will sell plenty of smoked meat.

### How to Put It Over

But first of all, consumers in the retailer's selling area—regular customers and others—must be told about it. This may be done in several ways, such as:

**1.—Handbills and Recipe Leaflets.**—By handbills distributed from house to house and placed in customers' packages. Many packers are able to supply electros of their products which may be used to illustrate the handbills. New recipes for using ham, bacon, picnics, butts, Canadian bacon, etc., will make the handbill a permanent advertisement for the retailer, since most housewives will save them.

**2.—Newspaper Advertisements.**—These, like the handbills, should stress the size of the sale and the quality of products offered. "Gigantic smoked meat sale—a ton and a half of deliciously-flavored meat" is much more interesting to the buyer than "ham, 24½c; picnics, 18c; butts, 34c; bacon, 35c; etc."

**3.—Window Displays.**—These may feature a mass display of smoked meats with a sign stating that "Everybody will be buying at our smoked meat sale. Come in and make your selection from a ton and a half of tender hams, flavorful picnics and appetite-awakening bacon."

### Building A Display

Clerks in the store should talk about the sale during the week preceding it. This word-of-mouth advertising will sell many a ham or slab of bacon before the sale begins.

Display will be the star salesman during the merchandising drive. Quantity and variety should be stressed in displays inside the store. A good smoked meat display may be built as follows:

Place a fairly long table or counter

along a wall. In front of it put a bench or row of boxes which are about half as high as the table. Place another row of boxes or benches on top of the table, but against the wall. Cover the structure with crepe paper. This will give the effect of three stair steps. Product may stand upright or be laid on each of these steps. Color of crepe paper used in making the display should contrast but not clash with colors packers use in wrapping hams, bacon, etc.

### Mass Display for Picnics

An effective mass display stand for picnics may be made from a clean barrel. Five or six of the staves are cut out about half way down from the top of the barrel. The sides of the barrel are then covered with crepe paper or lettered streamers and it is filled with picnics, sloping them up from the opening at the front to the uncut sides. Customers will stop in front of such a quantity display—and buy.

Smoked meats should have a prominent position in all display cases. Special sales cards may urge "Try something new — smoked spareribs." Or, "This bacon has that old-time country flavor." Butts in their transparent wrap, half hams, picnics and slab bacon may be placed on top of refrigerated cases, where they can be easily chosen by the impulse buyer.

### Selling A Combination

Ham, lettuce, eggs and potatoes may be used to make an attractive case display and combination offer. Ham is displayed whole, in halves and slices in the center of the meat case. Head and leaf lettuce is arranged between whole and half ham. On each side are red yams and sweet potatoes, properly priced. On a platter place a half dozen eggs around a slice of ham, with a sign reading "One slice of ham and ½ dozen eggs for 00c."

Store windows should be used for mass display during the smoked meat drive. For example, boxes or wooden pallets may be placed along the back of a window. Wrapped hams, bacons and picnics are cascaded from these to spread out over the window foreground. Pennants advertising "Smoked Meat Sale" may be hung from the ceiling of the window and shown in other spots throughout the store.

Windows may also remind passers-by of the rich flavor of quality smoked meats. One dealer attracted a good deal of attention to his store by using a small pile of hickory sticks and containers full of salt and sugar in his



smoked meat display. A streamer read: "Mild-cured with salt and sugar—then given a rich flavor with smoke from choice hickory."

### Attractive Packages Aid Selling

Packers' products of today are so attractively wrapped and decorated that they can easily be used in making displays which will get much attention.

Sometimes the dealer who has put on a smoked meat sale is left with some ham butts on his hands. These are not hard to move at a profit. They may be made into ham patties by grinding a pound of fresh pork with every two pounds of smoked meat and adding a little brown sugar. The dealer can sell such patties by the piece and receive a profitable price per pound for them. Or two butts may be boned, skinned and placed face to face. They are then tied together and packaged in transparent wrap.

Hold a smoked meat sale—be sure that customers hear about it and read about it—then volume will mount and profits roll in.

### NEWS OF THE RETAILERS

Fred Conway & Co. has been succeeded in meat business at 2537 Perry st., Detroit, Mich., by Conway & Co., Inc.

Russell Gates is engaging in meat business in Butler building, Bellevue, Mich.

C. H. Eslinger has engaged in meat and cold storage business in McMinnville, Ore.

Leo Hoffman has sold his interest in Condon Meat Co., Condon, Ore., to C. H. Brandt.

Greene's Meat Market has been opened at 104 East Broadway, Eugene, Ore., by Guy W. Greene.

C. P. Beck, grocer of Orenco, Ore., has added meat department.

Meat market of Bert Jurik is being remodeled in Kenosha, Wis.

Van Buren's Food Market, Inc., has been chartered in Hartland, Wis., by L. W. Davey.

J. J. Metzgar has purchased meat business of Allye Elkan, 2898 Alki ave., Seattle, Wash.

Leo Beebe and Vic Simmons opened modern meat market at 906 W. Main st., Owosso, Mich.

Paramount Market opened at 424 E. Monroe st., Springfield, Ill., operated by Louis Kavetas and F. O. Lille.

### AMONG NEW YORK RETAILERS

Meeting of Eastern District Branch June 9 was conducted by first vice president S. Levy. Delegates to state convention reported that secretary Fred C. Riester was elected treasurer of the state association. Visitors included the new state president, Louis Wagner, an old-time meat dealer. Joseph Eschel-

bacher, executive secretary, Leo Kaiser, vice president, Ye Olde New York Branch, and I. Pohls of the advisory committee were also present and addressed the meeting.

Delegates to the convention of the State Association, held in Hotel New Yorker, Manhattan, June 7 and 8, included representatives from Buffalo, Jamestown and Greater New York. Much business was brought before the body dealing with reports, resolutions, problems of the industry and election of officers. Louis Wagner was elected president; E. Ritzman, first vice president; J. Hanna, second vice president; Lester Kirschbaum, secretary and Fred C. Riester, treasurer. A new set of by laws was adopted.

### RETAIL MEAT PRICES DOWN

Meat led a decline in retail food prices throughout the United States during the two weeks ended May 19, falling 1.2 per cent from levels of the previous fortnight, according to the U. S. Bureau of Labor Statistics. Prices of all foods decreased three-tenths of 1 per cent. Lower beef and pork costs caused the decline in average retail meat prices. Retail prices of fats and oils fell eight-tenths of 1 per cent, reaching the lowest level since January 29, 1935. Most marked decrease was in oleomargarine.

Watch "Wanted" page for good men.

### WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on June 11, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS, 300-500 lbs.:</b>				
Choice.....	\$13.00@14.00	.....	\$13.00@13.50	.....
Good.....	12.00@13.00	.....	12.00@13.00	.....
Medium.....	11.50@12.00	.....	11.50@12.00	.....
Common (plain).....	11.00@11.50	.....	.....	.....
<b>STEERS, 500-600 lbs.:</b>				
Prime.....	.....	.....	13.50@14.00	.....
Choice.....	12.50@13.50	.....	13.00@13.50	12.50@13.50
Good.....	12.00@12.50	.....	12.00@13.00	12.00@12.50
Medium.....	11.50@12.00	.....	11.50@12.00	11.00@12.00
Common (plain).....	11.00@11.50	.....	.....	.....
<b>STEERS, 600-700 lbs.:</b>				
Prime.....	.....	.....	13.00@13.50	.....
Choice.....	12.00@12.50	.....	12.50@13.00	12.50@13.50
Good.....	11.50@12.00	.....	12.00@12.50	12.00@12.50
Medium.....	11.00@11.50	11.50@12.00	11.50@12.00	11.00@12.00
<b>STEERS, 700 lbs. up:</b>				
Prime.....	.....	.....	13.00@13.50	.....
Choice.....	12.00@12.50	12.50@13.00	12.50@13.50	12.50@13.50
Good.....	11.50@12.00	12.00@12.50	12.00@12.50	12.00@12.50
<b>COWS:</b>				
Choice.....	.....	.....	11.00@11.50	11.00@11.50
Good.....	11.00@11.50	11.50@12.00	11.00@11.50	11.00@11.50
Medium.....	10.50@11.00	11.00@11.50	10.50@11.00	10.50@11.00
Common (plain).....	10.00@10.50	10.50@11.00	10.00@10.50	10.50@11.00
<b>Fresh Veal:</b>				
<b>VEAL:</b>				
Choice.....	13.50@14.50	14.00@15.00	15.00@16.00	14.00@15.00
Good.....	12.50@13.50	13.00@14.00	13.00@15.00	13.00@14.00
Medium.....	11.50@12.50	12.00@13.00	12.00@13.00	12.00@13.00
Common (plain).....	10.50@11.50	11.00@12.00	11.00@12.00	10.00@12.00
<b>CALF:</b>				
Good.....	.....	.....	12.00@14.00	.....
Medium.....	.....	.....	11.00@12.00	.....
Common (plain).....	.....	.....	10.00@11.00	.....
<b>Fresh Lamb and Mutton:</b>				
<b>SPRING LAMB:</b>				
Choice.....	21.00@22.00	23.00@24.00	21.00@22.00	21.00@22.00
Good.....	19.00@21.00	21.00@23.00	20.00@21.00	20.00@21.00
Medium.....	16.00@18.00	18.00@21.00	17.00@20.00	17.00@20.00
Common (plain).....	14.00@16.00	15.00@18.00	15.00@17.00	15.00@17.00
<b>YEARLINGS, 40-55 lbs.:</b>				
Choice.....	19.00@20.00	19.00@20.00	19.00@20.00	19.00@20.00
Good.....	17.00@19.00	17.00@19.00	17.00@19.00	17.00@19.00
Medium.....	15.00@17.00	15.00@17.00	15.00@17.00	15.00@17.00
<b>MUTTON, Ewe, 70 lbs. down:</b>				
Good.....	9.00@10.00	9.00@10.00	9.00@10.00	8.00@ 9.00
Medium.....	7.00@ 9.00	7.00@ 9.00	7.00@ 9.00	7.00@ 8.00
Common (plain).....	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.....	19.50@21.00	20.00@21.00	20.00@21.50	20.00@22.00
10-12 lbs. av.....	19.00@20.50	20.00@21.00	19.50@21.00	19.00@21.00
12-15 lbs. av.....	17.00@18.00	18.50@20.00	18.50@19.50	17.00@19.00
16-22 lbs. av.....	16.00@17.00	17.00@18.50	17.00@18.50	15.50@17.00
<b>SHOULDERS, N. Y. Style, Skinned:</b>				
8-12 lbs. av.....	14.00@15.00	.....	15.50@17.00	15.50@16.50
<b>PICNICS:</b>				
6-8 lbs. av.....	.....	15.00@16.00	.....	.....
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.....	17.50@19.00	.....	18.50@20.00	18.00@20.00
<b>SPARE RIBS:</b>				
Half Sheets.....	10.50@11.50	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular.....	8.50@ 9.00	.....	.....	.....

\*Includes hangers, 450 lbs. down at Chicago. \*Includes "skins on" at New York and Chicago.  
\*Includes sides at Boston and Philadelphia.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef.		Week ended June 10, 1935.	Cor. week, 1935.
Prime native steers—			
400-600	14	@13	19 @20
600-800	13 1/2	@14 1/2	19 @20
800-1000	13 1/4	@13 1/4	19 @19 1/4
Good native steers—			
400-600	13	@14	17 @18
600-800	13	@13 1/2	17 @18
800-1000	12 1/2	@13	17 1/2 @18 1/2
Medium steers—			
400-600	12 1/4	@12 1/4	15 @16
600-800	12 1/4	@12 1/4	16 @17
800-1000	12 1/4	@12 1/4	17 @17 1/4
Heifers, good, 400-600	12	@13	15 1/2 @17
Cows, 400-600	10	@11 1/2	10 1/2 @13 1/2
Hind quarters, choice		@10 1/2	@13 1/2
Fore quarters, choice		@10	@13 1/2

### Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	@27	@36
Steer loins, No. 2.....	@23	@31
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	@36	@49
Steer short loins, No. 2.....	@40	@48
Steer loin ends (hips).....	@18	@24
Steer loin ends, No. 2.....	@18	@23
Cow loins.....	@17	@24
Cow short loins.....	@19	@30
Cow loin ends (hips).....	@15	unquoted
Steer ribs, prime.....	unquoted	@24
Steer ribs, No. 1.....	@16	@23
Steer ribs, No. 2.....	@14	@18
Cow ribs, No. 2.....	@12 1/2	@13
Cow ribs, No. 3.....	@12	unquoted
Steer rounds, prime.....	unquoted	@18 1/2
Steer rounds, No. 1.....	@15	@18
Steer rounds, No. 2.....	@14 1/2	unquoted
Steer chucks, prime.....	unquoted	@14 1/2
Steer chucks, No. 1.....	@10 1/2	@14 1/2
Steer chucks, No. 2.....	@10	@14 1/2
Cow rounds.....	@13	@14 1/2
Cow chucks.....	@10 1/2	@12 1/2
Steer plates.....	@9	@14
Medium plates.....	@9	@13 1/2
Briskets, No. 1.....	@11 1/2	@18
Steer navel ends.....	@7 1/2	@9 1/2
Cow navel ends.....	@7	@9
Fore shanks.....	@8	@10
Hind shanks.....	@6	@7
Strip loins, No. 1, bbls.....	@40	@55
Strip loins, No. 2.....	@30	@45
Sirloin butts, No. 1.....	@21	@30
Sirloin butts, No. 2.....	@19	@24
Beef tenderloins, No. 1.....	@55	@75
Beef tenderloins, No. 2.....	@50	@65
Rump butts.....	@14	@15
Flank steaks.....	@18 1/2	@22 1/2
Shoulder clods.....	@14 1/2	@18 1/2
Hanging tenderloins.....	@12	@14
Insides, green, 6@8 lbs.....	@15 1/2	@14 1/2
Outsides, green, 5@6 lbs.....	@15	@16 1/2
Knuckles, green, 5@6 lbs.....	@15	@16

### Beef Products.

Brains (per lb.).....	@5	@7
Hearts.....	@9	@12 1/2
Tongues.....	@18	@27
Sweetbreads.....	@14 1/2	@20
Ox-tail, per lb.....	@6	@9
Fresh tripe, plain.....	@6	@12
Fresh tripe, H. C.....	@11 1/2	@18
Livers.....	@18	@25
Kidneys, per lb.....	@10 1/2	@15 1/2

### Veal.

Choice carcass.....	@15	15 @16
Good carcass.....	@13	13 @14
Good saddles.....	@17	17 @18
Good racks.....	@11	12 @13
Medium racks.....	@10	11 @12

### Veal Products.

Brains, each.....	@9 1/2	@12
Sweetbreads.....	@35	@45
Calf livers.....	@35	@45

### Lamb.

Choice lambs.....	@22	@18
Medium lambs.....	@18	@16
Choice saddles.....	@25	@22
Medium saddles.....	@20	@18
Choice fores.....	@19	@16
Medium fores.....	@16	@14
Lamb fries, per lb.....	@32	@32
Lamb tongues, per lb.....	@15	@14
Lamb kidneys, per lb.....	@20	@20

### Mutton.

Heavy sheep.....	@6	@6
Light sheep.....	@10	@10
Heavy saddles.....	@8	@12
Light saddles.....	@12	@13
Heavy fores.....	@4	@7
Light fores.....	@8	@8
Mutton legs.....	@15	@14
Mutton loins.....	@10	@10
Mutton stew.....	@6	@8
Sheep tongues, per lb.....	@12 1/2	@12 1/2
Sheep heads, each.....	@10	@14

## Fresh Pork, etc.

Pork loins, 8@10 lbs. av.....	@21	@24
Picnics.....	@14	@16 1/2
Skinned shoulders.....	@15	@18
Tenderloins.....	@28	@35
Spare ribs.....	@11	@13
Back fat.....	@10	@16
Boston butts.....	@18 1/2	@22
Boneless butts, cellular trim, 2@4.....	@24 1/2	@25
Hocks.....	@10	@12
Tails.....	@9	@12
Neck bones.....	@3 1/2	@6
Slip bones.....	@13	@11
Blade bones.....	@12 1/2	@13
Pigs' feet.....	@5	@5
Kidneys, per lb.....	@10	@12
Livers.....	@8	@11
Brains.....	@12	@10
Ears.....	@4	@5
Snouts.....	@6	@8
Heads.....	@7	@8
Chitterlings.....	@5	@5

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@24 1/2	@24
Country style sausage, fresh in link.....	@20 1/4	@20 1/4
Country style sausage, fresh in bulk.....	@17 1/4	@17 1/4
Country style sausage, smoked.....	@22 1/2	@22 1/2
Frankfurters, in sheep casings.....	@23 1/2	@23 1/2
Frankfurters, in hog casings.....	@21 1/2	@21 1/2
Bologna in beef hungs, choice.....	@18	@18
Bologna in beef middles, choice.....	@16 1/2	@16 1/2
Liver sausage in beef rounds.....	@18 1/2	@18 1/2
Liver sausage in hog bungs.....	@19 1/2	@19 1/2
Head cheese.....	@17 1/4	@17 1/4
New England luncheon specialty.....	@23 1/2	@23 1/2
Minced luncheon specialty, choice.....	@19 1/2	@19 1/2
Tongue sausage.....	@28	@28
Blood sausage.....	@17	@17
Souse.....	@18	@18
Polish sausage.....	@25 1/2	@25 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@39	@39
Thuringer cervelat.....	@19	@19
Farmer.....	@20	@20
Holsteiner.....	@25	@25
B. C. salami, choice.....	@35	@35
Milano salami, choice, in hog bungs.....	@41	@41
B. C. salami, new condition.....	@21	@21
Frisses, choice, in hog middles.....	@37	@37
Genoa style salami, choice.....	@44	@44
Pepperoni.....	@34	@34
Mortadella, new condition.....	@22	@22
Capicola.....	@50	@50
Italian style hams.....	@36	@36
Virginia hams.....	@40 1/2	@40 1/2

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings.....	@9	@9
Special lean pork trimmings.....	@14 1/2	@14 1/2
Extra lean pork trimmings.....	17 1/2 @18	17 1/2 @18
Pork cheek meat.....	@10 1/2	@10 1/2
Pork hearts.....	@7 1/2	@7 1/2
Pork livers.....	@12 1/2	@12 1/2
Native boneless bull meat (heavy).....	@11 1/2	@11 1/2
Shank meat.....	@12	@12
Boneless chucks.....	@10 1/2	@10 1/2
Beef trimmings.....	@10 1/2	@10 1/2
Beef cheeks (trimmed).....	@9 1/2	@9 1/2
Dressed canners, 350 lbs. and up.....	@9 1/2	@9 1/2
Dressed cutter cows, 400 lbs. and up.....	@9 1/2	@9 1/2
Dr. bologna hams, 600 lbs. and up.....	@12 1/2	@12 1/2
Pork tongues, canner trim, S. P.....	@12 1/2	@12 1/2

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate.....	\$6.50	\$6.50
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate.....	\$7.50	\$7.50
Smoked link sausage, in hog casings—		
Small tins, 2 to crate.....	\$6.75	\$6.75

## BARRELED PORK AND BEEF

Mess pork, regular.....	@27.00	@27.00
Family back pork, 24 to 34 pieces.....	@28.00	@28.00
Family back pork, 35 to 45 pieces.....	@27.00	@27.00
Clear back pork, 40 to 50 pieces.....	@23.50	@23.50
Clear plate pork, 25 to 35 pieces.....	@18.50	@18.50
Bean pork.....	@24.50	@24.50
Brisket pork.....	@29.00	@29.00
Plate beef.....	@19.50	@19.50
Extra plate beef, 200-lb. bbls.....	@20.00	@20.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$19.50	\$19.50
Lamb tongue, short cut, 200-lb. bbl.....	51.00	51.00
Regular tripe, 200-lb. bbl.....	15.50	15.50
Honeycomb tripe, 200-lb. bbl.....	22.00	22.00
Pocket honeycomb tripe, 200-lb. bbl.....	25.00	25.00

## DRY SALT MEATS

Clear bellies, 14@16 lbs.....	@13 1/2	@13 1/2
Clear bellies, 18@20 lbs.....	@12 1/2	@12 1/2
Rib bellies, 25@30 lbs.....	@9 1/2	@9 1/2
Fat backs, 10@12 lbs.....	@9	@9
Fat backs, 14@16 lbs.....	@10	@10
Regular plates.....	@10 1/2	@10 1/2
Jowl butts.....	@10 1/2	@10 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	25 1/2 @26 1/2	25 1/2 @26 1/2
Fancy skd. hams, 14@16 lbs., parchment paper.....	27 @28	27 @28
Standard reg. hams, 14@16 lbs., plain.....	24 1/2 @25 1/2	24 1/2 @25 1/2
Picnics, 4@8 lbs., short shank, plain.....	18 1/2 @19 1/2	18 1/2 @19 1/2
Picnics, 4@8 lbs., long shank, plain.....	17 1/2 @18 1/2	17 1/2 @18 1/2
Fancy bacon, 6@8 lbs., parchment paper.....	29 @30	29 @30
Standard bacon, 6@8 lbs., plain.....	25 1/2 @26 1/2	25 1/2 @26 1/2
No. 1 beef ham sets, smoked—		
Insides, 5@12 lbs.....	30 @31	30 @31
Outsides, 5@9 lbs.....	27 @28	27 @28
Knuckles, 5@9 lbs.....	28 @29	28 @29
Cooked hams, choice, skin on, fattened.....	40 1/2 @41 1/2	40 1/2 @41 1/2
Cooked hams, choice, skinned, fattened.....	42 1/2 @43 1/2	42 1/2 @43 1/2
Cooked picnics, skin on, fattened.....	29 @30	29 @30
Cooked picnics, skinned, fattened.....	29 @30	29 @30
Cooked loin roll, smoked.....	48 @48	48 @48

## LARD

Prime steam, cash, Bd. Trade.....	@10.15b	@10.15b
Prime steam, loose, Bd. Trade.....	@9.50b	@9.50b
Refined lard, tierces, f.o.b. Chgo.....	@11	@11
Kettle rend, tierces, f.o.b. Chgo.....	@11	@11
f.o.b. Chicago—		
Neutral, in tierces, f.o.b. Chicago.....	@11 1/2	@11 1/2
Compound, veg., tierces, c.a.f.....	@10 1/2	@10 1/2

## OLEO OIL AND STEARINE

Extra oleo oil.....	8 @8 1/2	8 @8 1/2
Prime No. 2 oleo oil.....	7 1/2 @7 1/2	7 1/2 @7 1/2
Prime oleo stearine, edible.....	7 @7 1/2	7 @7 1/2

## TALLOW AND GREASES

Edible tallow.....	5 1/2 @6	5 1/2 @6
Prime packers' tallow.....	5 @5 1/2	5 @5 1/2
No. 1 tallow, 10% f.f.a.....	4 1/2 @4 1/2	4 1/2 @4 1/2
Special tallow.....	4 1/2 @4 1/2	4 1/2 @4 1/2
Choice white grease.....	5 1/2 @6	5 1/2 @6
A-White grease, maximum 4% acid.....	4 1/2 @5	4 1/2 @5
B-White grease, maximum 5% acid.....	4 1/2 @4 1/2	4 1/2 @4 1/2
Yellow grease, 10@15%.....	4 1/2 @4 1/2	4 1/2 @4 1/2
Brown grease, 40% f.f.a.....	4 @4 1/2	4 @4 1/2

## ANIMAL OILS

Prime edible.....	@13 1/2	@13 1/2
Prime inedible.....	@12	@12
Headlight burning oil.....	@12	@12
Prime W. S.....	@11 1/2	@11 1/2
Extra W. S.....	@11 1/2	@11 1/2
Extra lard oil.....	@10 1/2	@10 1/2
Extra No. 1.....	@9 1/2	@9 1/2
No. 1 lard oil.....	@8 1/2	@8 1/2
No. 2 lard oil.....	@8 1/2	@8 1/2
Acidless tallow.....	@9	@9
200 neatfoot.....	@16 1/2	@16 1/2
Pure neatfoot (drums).....	@12	@12
Special neatfoot.....	@12	@12
Extra neatfoot.....	@9 1/2	@9 1/2
No. 1 neatfoot.....	@9	@9

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.....	@14 1/2	@14 1/2
Valley points, prompt.....	7 1/2 @8	7 1/2 @8
White deodorized, in bbls., f.o.b. Chgo.....	10 @10 1/2	10 @10 1/2
Yellow, deodorized.....	10 @10 1/2	10 @10 1/2
Soap stock, 50% f.f.a., f.o.b. mills.....	1 1/4 @1 1/4	1 1/4 @1 1/4
Soybean oil, f.o.b. mills.....	@6	@6
Corn oil, in tanks, f.o.b. mills.....	@8	@8
Cocconut oil, seller's tanks, f.o.b. coast.....	3 1/2 @3 1/2	3 1/2 @3 1/2
Refined in bbls., f.o.b. Chicago.....	11 @11 1/2	11 @11 1/2

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine.....	@13	@13
White animal fat, margarine, in 1 lb. cartons, rolls or prints.....	@14	@14
Nut, 1-lb. cartons.....	@11	@11
Puff paste.....	@12 1/2	@12 1/2

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

287 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

	Cwt.	Sacks.
Nitrate of soda (Chgo. w'hs. stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62½	3.25
Salt, per ton, in minimum car of 80,000		
lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.906	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.906	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans.....	@3.75	
Second sugar, 90 basis.....	None	
Standard gran., f.o.b. refiners (2%).....	@5.00	
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.50	
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.40	

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice Prime.....	10	17½
Realized.....	10½	18
Chili Pepper, Fancy.....	24	24
Chili Powder, Fancy.....	23	23
Cloves, Amboy.....	22	26
Madagascar.....	16½	19½
Zanibar.....	17	19½
Ginger, Jamaica.....	17	19½
African.....	14½	15½
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	65
Mustard Flour, Fancy.....	22½	23
No. 1.....	15	15
Nutmeg, Fancy Banda.....	23	23
East India.....	19	19
E. I. & W. I. Blend.....	17½	17½
Paprika, Extra Fancy.....	21½	21½
Fancy.....	21½	21½
Hungarian.....	27½	27½
Peppina Sweet Red Pepper.....	26½	26½
Pimexco (220-lb. bbls.).....	27½	27½
Pepper, Cayenne.....	21	21
Red Pepper, No. 1.....	16	16
Pepper, Black Alepp.....	10	11
Black Lampong.....	6½	8½
Black Tellicherry.....	11	12
White Java Muntok.....	12	13½
White Singapore.....	11½	13
White Packers.....	13	13

## SEEDS AND HERBS

	Whole.	Sausage.
	Per lb.	Per lb.
Caraway Seed.....	10½	12½
Celery Seed, French.....	2	2
Cominos Seed.....	13½	16
Coriander Morocco Bleached.....	8½	9
Coriander Morocco Natural No. 1.....	7	9
Mustard Seed, Cal. Yellow.....	8½	10½
American.....	7½	9½
Marjoram, French.....	23	27
Oregano.....	11	14
Sage, Dalmation Fancy.....	9	11
Dalmation No. 1, Fancy.....	8½	10½

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:		
Domestic rounds, 180 pack.....	@18	
Domestic rounds, 140 pack.....	@26	
Export rounds, wide.....	@36	
Export rounds, medium.....	@22	
Export rounds, narrow.....	@28	
No. 1 weasands.....	@03	
No. 2 weasands.....	@01	
No. 1 bungs.....	@11	
No. 2 bungs.....	@36	
Middles, regular.....	@30	
Middles, select, wide, 26½ in.....	@40	
Middles, select, extra wide, 2½ in.		
and over.....	@65	
Dried bladders:		
10-12 in. wide, flat.....	70	
8-10 in. wide, flat.....	60	
6-8 in. wide, flat.....	45	
Hog casings:		
Narrow, per 100 yds.....	2.25	
Narrow, special, per 100 yds.....	2.10	
Medium, regular.....	1.85	
Wide, per 100 yds.....	1.40	
Extra wide, per 100 yds.....	1.25	
Export bungs.....	1.15	
Large prime bungs.....	1.18	
Medium prime bungs.....	1.13	
Small prime bungs.....	9½	
Middles, per set.....	1.18	
Stomachs.....	.08	

## COOPERAGE

Ash pork barrels, black hoops.....	\$1.40	@1.42½
Ash pork barrels, galv. hoops.....	1.47½	@1.50
Oak pork barrels, black hoops.....	1.30	@1.32½
Oak pork barrels, galv. hoops.....	1.27½	@1.40
White oak hhd. tierces.....	2.27½	@2.30
Red oak hhd. tierces.....	2.02½	@2.05
White oak hhd. tierces.....	2.12½	@2.15

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, good, 1,125@1,450 lbs.....	\$ 8.50@ 9.00
Steers, medium.....	@ 8.00
Cows, good, fat.....	@ 6.50
Cows, low cutter and cutter.....	4.00@ 5.25
Bulls.....	5.50@ 6.75

## LIVE CALVES

Vealers, top.....	\$ @10.50
Vealers, good.....	9.25@10.00
Vealers, plain.....	down to \$8

## LIVE LAMBS

Lambs, top, springers.....	\$ @12.00
Lambs, throwouts.....	@ 9.00
Ewes, shorn.....	2.50@ 4.50

## LIVE HOGS

Hogs, best lightweights.....	\$ @10.40
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## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	14½@15½
Choice, native, light.....	14½@15
Native, common to fair.....	13 @14

### Western Dressed Beef.

Native steers, 600@800 lbs.....	@15
Native choice yearlings, 440@600 lbs.....	@15
Good to choice heifers.....	@12
Good to choice cows.....	@13
Common to fair cows.....	9½@10½
Fresh bologna bulls.....	11 @12

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	20 @22	20 @23
No. 2 ribs.....	17 @19	18 @19
No. 3 ribs.....	15 @16	16 @17
No. 1 loins.....	28 @30	25 @30
No. 2 loins.....	24 @27	22 @24
No. 3 loins.....	20 @23	20 @21
No. 1 hinds and ribs.....	17 @18	17 @22
No. 2 hinds and ribs.....	15 @16½	16 @17
No. 1 rounds.....	13 @14	14 @14
No. 2 rounds.....	13 @13½	14 @13½
No. 3 rounds.....	12 @12	13 @12½
No. 1 chuck.....	11½@13	@13
No. 2 chuck.....	10 @11	@12
No. 3 chuck.....	9 @10	10 @11
Bolognas.....	11½@12½	@12½
Rolls, reg. 6@8 lbs. av.....	23 @25	@25
Rolls, reg. 4@6 lbs. av.....	18 @20	@20
Tenderloins, 4@6 lbs. av.....	50 @60	@60
Tenderloins, 5@6 lbs. av.....	50 @60	@60
Shoulder clods.....	12 @14	@14

## DRESSED VEAL

Good.....	15 @15½
Medium.....	14 @15
Common.....	12 @14

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	23 @24
Lambs, good.....	22 @23
Lambs, medium.....	18 @21
Sheep, good.....	19 @21
Sheep, medium.....	8 @10

## DRESSED HOGS

Hogs, good and choice (90-140 lbs.).....	\$16.00@16.25
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## FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	21 @22
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. av.....	16 @17
Butts, boneless, Western.....	20 @21
Butts, regular, Western.....	19 @20
Hams, Western, fresh, 10@12 lbs. av.....	21 @22
Picnic hams, West. fresh, 6@8 lbs. av.....	17 @17
Pork trimmings, extra lean.....	20 @21
Pork trimmings, regular 50% lean.....	10 @11
Spareribs.....	12 @13

## SMOKED MEATS

Regular hams, 8@10 lbs. av.....	26 @27
Regular hams, 10@12 lbs. av.....	26 @27
Regular hams, 12@14 lbs. av.....	25 @26
Skinless hams, 10@12 lbs. av.....	26½@27½
Skinless hams, 12@14 lbs. av.....	25½@26½
Skinless hams, 16@18 lbs. av.....	25 @26
Skinless hams, 18@20 lbs. av.....	25 @26
Picnics, 4@6 lbs. av.....	20 @21
Picnics, 6@8 lbs. av.....	19 @20
City pickled bellies, 8@12 lbs. av.....	21 @23
Bacon, boneless, Western.....	28 @29
Bacon, boneless, city.....	27 @28
Rollettes, 8@10 lbs. av.....	21½@22½
Beef tongue, light.....	21 @22
Beef tongue, heavy.....	24 @25

## FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	55c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	26c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	23c a pound
Lamb fries.....	12c a pair

## BUTCHERS' FAT

Shop fat.....	@1.75 per cwt.
Breast fat.....	@2.25 per cwt.
Edible suet.....	@3.75 per cwt.
Inedible suet.....	@2.75 per cwt.

## GREEN CALFSKINS

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	18	1.05	2.00	2.05	2.20
Prime No. 2 veals.....	17	1.75	1.80	1.85	1.90
Buttermilk No. 1.....	15	1.65	1.70	1.75	1.80
Buttermilk No. 2.....	14	1.50	1.55	1.60	1.65
Branded grubby.....	8	.80	.85	.90	.95
Number 3.....	8	.80	.85	.90	.95

## BONES AND HOOFES

	Per ton.
Round shins, heavy.....	\$75.00
light.....	60.00
Flat shins, heavy.....	60.00
light.....	55.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@28½	@29½
Creamery (91 score).....	@28½	@29½
Creamery flats (88-90 score).....	@27½	@27½

### EGGS.

Extra firsts.....	21 @21½	22½ @22½
Firsts, fresh.....	20½@21½	22½ @22½
Standards.....	23½@23½	23½ @23½

### LIVE POULTRY.

Fowls.....	12 @19	18 @21
Broilers.....	17 @20	15 @25
Fryers.....	25 @27½	25 @27½
Chickens, spring.....	27 @29	27 @29
Turkeys.....	13 @16	10 @21
Ducks.....	9 @16	10 @13
Geese.....	9 @15	8 @10

### DRESSED POULTRY.

Fryers, 31-42, frozen.....	24½@25	@25½
Roasters, 43-54, frozen.....	26½@27½	27 @28
Roasters, 55 & up, frozen.....	29@30½	27 @31
Fowls, 31-47, fresh.....	21½@22	22½ @23
48-59, fresh.....	22 @23	22 @23
60 and up, fresh.....	21½@22	22 @23

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended June 4, 1936:

	May	June
	29	30
Chicago.....	27	Holiday 27 27 27½
New York.....	28	Holiday 27½ 27 28 28½
Boston.....	28½	Holiday 28 28½ 28½ 28½
Phila.....	28½	Holiday 28½ 28½ 29 29½
San Fran.....	30	Holiday 29 29 29 30

Wholesale prices carlots—fresh centralized—90 score at Chicago:

27	Holiday 27	27	27½	27½
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Receipts of butter by cities (tubs):

	This week.	Last week.	—Since Jan. 1—
	1936.	1935.	1936.
Chicago.....	69,965	66,304	69,132 1,331,086 1,196,701
N. Y.....	69,371	62,104	57,371 1,439,375 1,374,030
Boston.....	24,174	20,334	22,251 495,892 507,987
Phila.....	19,200	22,745	24,900 474,644 492,130

Total	183,210	171,487	173,654 3,741,597 3,571,448
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Cold storage movement (lbs):

	In	Out	On hand	Same
	June 4.	June 4.	June 5.	week day
Chicago.....	563,740	29,817	7,678,561	11,425,385
New York.....	442,540	81,138	3,168,224	7,120,013
Boston.....	39,156	15,703	1,100,976	1,260,364
Phila.....	39,150	12,743	1,357,827	2,279,711
Total	1,084,595	139,401	13,305,588	22,085,473

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Salesmen

Wanted, representative salesmen now calling on food trades for open territories on old established complete line of summer sausage. W-389, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesmen

Wanted, salesmen now calling on packers and sausage makers to sell and demonstrate article of exceptional merit. State lines now handled and territory covered. Exclusive territories to men who can produce. W-392, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Superintendent or Manager

Wanted, position as general superintendent or manager of packinghouse. Have had years of practical experience in both large and small plants. Expert in curing, smoking and manufacturing sausage. Have special cures and formulas that would please the most exacting. Best of references. W-393, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Are you interested in putting your sausage department on a profitable basis? My 25 years' experience in all details making high-grade sausage, loaves, goods, and specialties has fitted me to run this department economically and efficiently. Will go anywhere opportunity warrants. Reliable references. G. Dominik, 1220 W. Polk St., Chicago, Ill.

### Sausagemaker

Thorough on all items; fourteen years' experience. Can hold costs and overhead at minimum and handle labor efficiently. Can build volume with proper material, equipment and sales opportunities. Steady habits. A. W. Johnson, 506 Hays St., Des Moines, Iowa.

### Sausage Foreman

Expert sausage maker desires position. Can make all kinds of plain and fancy sausage, loaves, and specialties, and fresh summer sausage. Now in Chicago. References. W-379, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Attention Packers and Allied Industries

Here's your opportunity to secure real live wire sales representative for Chicago and Middle West. Go-getter with large following.

W-382,

THE NATIONAL PROVISIONER,  
407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Sausage Foreman

Young married man with sixteen years' practical experience manufacturing high and standard grades of sausages, loaves, specialties, boiled and baked hams. Can figure costs. Reliable references. Will go anywhere. W-383, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Beef Killing Foreman

Working foreman with 20 years' experience in flooring, rumping, backing, dropping hides, etc. Also calves and lambs. Better carcasses and better hides. Can handle men and save money. W-370, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Thoroughly experienced on all items; 14 years as foreman. Can hold costs and overhead at minimum and handle labor efficiently. Can build volume with proper material, equipment and sales opportunities. Steady habits. W-364, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Miscellaneous For Sale

### Packinghouse for Sale

Completely equipped to slaughter, can, and tank offal of three hundred head of beef daily. Eligible BAI inspection. Approximately two and one-half acres of land with adequate pens and siding. Located main line S.A.L. adjacent stock yards. Address: VIRGINIA RURAL REHABILITATION CORPORATION, 11 S. 12th St., Richmond, Virginia.

### Packinghouse

For sale, slaughtering plant near Reading, Pa. Fully equipped, A-1 condition. Substantial buildings. Over one acre floor space. Abundant free water supply. Now operating. Plenty land for expansion. Full particulars on request. FS-391, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sewed Beef Middles

For sale, sewed beef middles, 2 1/2 in. diameter, 30 in. long, reinforced with middle liner. Special introductory offer for 60 days, 10 cents a piece, Seattle. Oversea Casing Company, 200 21st Ave., Seattle, Wash.

### "Surplus" Ammonia Machines, Etc.

50	ton	Complete	Ammonia	Steam	"hyside"
25	"	"	"	"	Motor
15	"	"	"	"	"
5 & 10	"	"	"	Self	Contained
3/4 to 15	Horse	"Curtis"	Methyl	"	"

All "Standard" Makes guaranteed in good working order. Offered at half factory prices. Wire or write your needs. Bohn Refg. Co., Inc., 216 N. Wabash Ave., Chicago.

### Randall Silent Cutter

For sale, Randall silent cutter complete with 30-hp. motor, \$500. FS-390, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment For Sale

### Ice Machine

For sale, 10-ton ammonia compressor with receiver, condenser, expansion valve, motor with starter. Perfect running order. FS-385, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Beef Hoist

For sale, friction type double hoist with chains and fittings. Like new. FS-387, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Dry Rendering Equipment

For sale, 3000-lb. capacity melter, press and bone crusher. A-1 condition. FS-386, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Kettles

For sale, slightly used Wear-Ever Aluminum double-jacket kettles complete with cover and steam traps, size 60 to 150 gallons. FS-378, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Nell and Mechanical Mfg. Co.; 3 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 1 Mechanical Mfg. Co. double-arm Mixer. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

CONSOLIDATED PRODUCTS CO., INC.  
14-19 Park Row, New York, N. Y.  
Telephone: Barclay 7-0600.  
Shops and Warehouse: 331 Doremus Ave. Newark, N. J.

### Packinghouse Equip. For Sale

Included in equipment purchased from Lancaster Packing Company. All in good condition.

1-No. 186 "Boss" Enterprise Meat Chopper complete with motor—\$350.00.

1-Hand Power Hydraulic Lard Press, 15 in. dia. x20 in. long steel container, 5 in. dia. ram with 14 plates—\$150.00.

1-No. 7B Cleveland Klean-Kut Lard Chopper complete with motor and starting switch.

1-24 ton capacity Frick Ice Machine.

Complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-200-lb. freezing cans, overhead traveling crane, and American Marsh Brine Pump.

For further details and for complete revised list of other packinghouse equipment for sale, write

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Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

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PROVISIONS

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East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*



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410 W. 14th Street

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Main Office and Packing Plant  
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